

Is Anyone NOT Looking for More Clients?



If you haven't yet taken part in the latest research from the Sandler Research Center, **"The Hunt for New Clients"** may we please urge you to do so?

Every commercial organization should focus an appropriate amount of time on hunting for and securing new clients. Sadly, too few have a clearly defined strategy that maximizes their sales function's valuable selling time and minimizes the related costs of this exercise.


We want to discover what is working for the most successful companies and why so that we can share their secrets with you.

We very much hope that you will invest just ten minutes to take part in this highly relevant piece of research and, in return, receive a full set of our reports.

[Take the survey](#)

TOP POST of the DECADE



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We have now posted the eleven finalists, each one a winner of the Top Post of the Year contest from 2010 through to 2019. The reason that there eleven and not ten is because in 2013 we had two winners.

The expert judging panel has also been announced, and the result will be revealed on March 3, 2020.

You will find all of the details [Here](#)

This Week's Featured Posts

- Is Your Sales Force More Like a Dunkin', Starbucks or Panera Drive Thru?**
by Dave Kurlan
[Read More](#)
- Transform the Customer Experience**
by Shep Hyken
[Read More](#)
- 3 Benefits of a Strong Company Culture**
by Joe Galvin
[Read More](#)
- Should You Throw Your Strategic Plan in the Trash?**
by Joanne Black
[Read More](#)
- Re-PURPOSE your product & price conversations to PURPOSE Business Conversations**
by Lisa Leitch
[Read More](#)
- What Other Research Reveals about the Desired Characteristics of a Good Leader**
by Deb Calvert
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- Is Your Sales Team Forgetting This Crucial Step?**
by Colleen Francis
[Read More](#)
- How Do I Avoid Having to Discount My Price?**
by Mark Hunter
[Read More](#)
- One Word to Start a New Decade**
by Amy Franko
[Read More](#)
- Inside Sales + Rapid Growth = Leadership Challenges**
by Barbara Giamanco
[Read More](#)
- Cold Calls – Interruption or Disruption?**
by Tibor Shanto
[Read More](#)
- How to Leverage Video Into Your Sales Process to Win More Deals**
by Shari Levitin
[Read More](#)
- Willing & Able**
by David Mattson
[Read More](#)
- Will Your Organization Survive a Recession? Examine Your GTM Approach**
by Lauren Scheeler of SBI
[Read More](#)
- The Importance of Stakeholder Management**
by Jonathan Farrington
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Top 10 Posts



We have selected and published this week's Top 10 Posts, which includes work from: George Brontén, Joanne Black, Matt Heinz, Anne Miller, Integrity Solutions, Shep Hyken, Mike Schultz, Mark Hunter, Jonathan Farrington and Dave Kurlan.

[All The Details Here](#)

Top Sales Magazine – January's Edition is Out Now



In January's edition, the tables are turned on Jonathan Farrington who is in the interview hot-seat, answering Tiffani Bova's questions and sharing his "2020 Vision"

We also have excellent contributions from Brian Sullivan, Dave Kurlan, Barbara Weaver Smith, Barb Giamanco, Deb Calvert, Jim Cathcart, Steve Hall, Ron Greenberg and Dan Weinfurter, Dr. Tony Alessandra and Joanne Black.

[Please download your copy here](#)

2019 Top Sales Awards – All of the Medallists



We have now posted all of the medallists in the ten categories, over at Top Sales World. Congratulations, everyone!

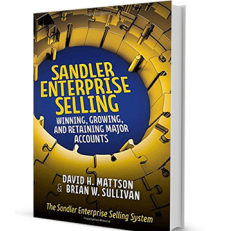
[Please go here](#)

This Week's Top Video Tips



This week, we enjoyed video tips from: [Kevin Eikenberry](#), [Nancy Bleeke](#), [Tony Hughes](#) with [John Smibert](#), [Colleen Stanley](#) and [Colleen Francis](#)

This Week's Top Sales Book



This week's Top Sales Book is "Sandler Enterprise Selling: Winning, Growing, and Retaining Major Accounts" by David Mattson & Brian Sullivan

[Details Here](#)

Top Sales Blogs



Where can you find all the very best sales blogs? Answer: [Here](#). We have collected together all of the top sales blogs in one place – we have done the work, so you don't have to. This section is updated in real time to provide you with an "at a glance" experience 24/7. [Discover](#)