VISUALIZE™

Quarterly Business Review

Workshop Overview

The Quarterly Business Review (QBR) workshop is offered in two formats: either as a one-day, in-person workshop, or a three-hour, highly interactive online course, providing a ValueSelling refresher opportunity for a team or business unit. Its structure is highly customizable to a specific business unit, branch, region or geography, and is coordinated with key input from management team members. The workshop provides a concise, focused, and time-efficient solution to regrouping on your quarterly business as it relates to ValueSelling, the ValuePrompter®, and the Qualified Prospect (QP) Formula®.

QBR workshop key components include:

- Team review of ValueSelling principles and structure
- Differentiation and Creating Need exercise
- Understanding the ValuePrompter® qualification
- Qualification of a deal with the QP Formula®
- Open discussion on planning and structuring quarterly business
- Win/Loss discussion utilizing the ValuePrompter® and QP Formula®

A QBR provides a new focus on deals in the pipeline. Additionally, it highlights ValueSelling within the team and delivers additional impact to the retention and execution of this methodology.

In addition to the two options outlined above, a QBR may also be provided as a one-day workshop onsite with a team. The concepts addressed remain the same.

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