Resurrecting the Stalled Deal

Even the best sales people have stalled deals in their pipeline, but they don't have to stay there.

Stalled deals happen more frequently than any seller likes, especially when they've been actively pursuing the prospect and are counting on the deals to achieve their quota. It's a big let down. It's time to accept this and strategize on ways to turn it around or at least avoid this from happening again.

Sales Huddle Energizer

Gather your sellers together in person or on the telephone for 15 minutes each day for a week. Select one seller per day to share a stalled deal. Use the following format next and you'll be amazed at how your sellers will be able to turn those deals around.

Format:

- The seller with the stalled deal takes up to 5 minutes (no more and use a timer) to explain as much information about the situation as possible.
- Next, all of the other sellers ask questions – and this is important – they are only allowed to ask questions and hear the responses for the next 5 minutes. The selected seller answers the questions to the best of their ability.
- For the last 5 minutes everyone brainstorms solutions.

The seller with the stalled deal will have several options on how to proceed, plus every seller will learn ideas to prevent this from happening to them. It's really important to keep to the 5-5-5 format. After you've done this a few times, you'll understand the logic behind the 5-5-5 format.

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