

## Welcome to 2024!

Featured this month: Guide to Sales Success in 2024 | Modern Selling Assessment | Book Your Sales Training

Happy New Year!

We hope you've all had an enjoyable break over the holiday season and you're now feeling refreshed and ready to take on the new year ahead.

Don't forget, we've got lots of resources and insights to help you navigate challenges and increase your sales in 2024 and beyond.



### An Eight Point Guide to B2B Sales Success in 2024

It's the start of the second week back at work and you're ready to take on the new year by storm! But how are you going to achieve sales success in 2024?

With the same strategy and techniques you've used previously?

Need some fresh ideas and inspiration?

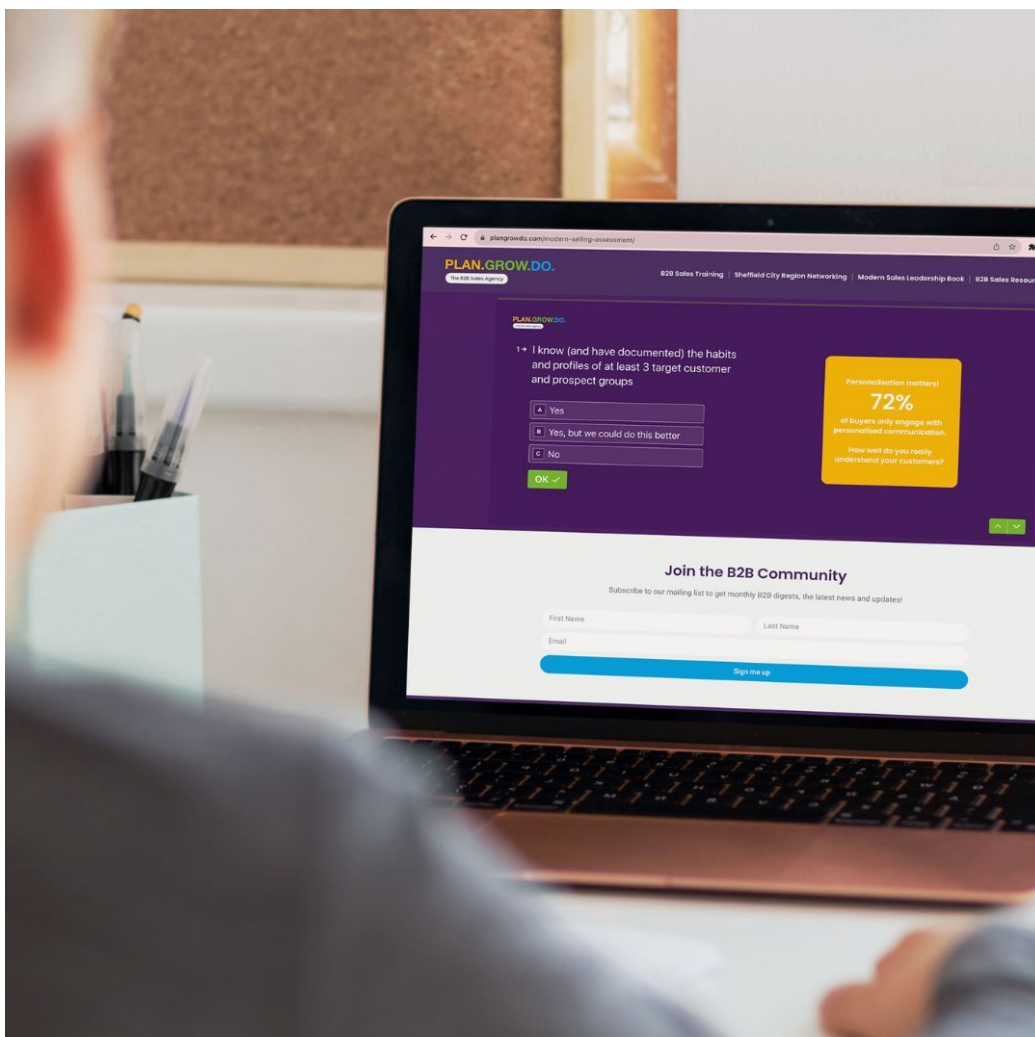
[Read our 'Eight Point Guide to B2B Sales Success in 2024'](#)

### What we've been up to

Towards the end of last year, Steve and Rob had the pleasure of working with a leading electricity supplier at their offices in North Macedonia for their B2B sales training.

Over the 3 days, the team at EDS AD were taught the Plan. Grow. Do. Core Methodology, developing their skills to recognise the expectations and requirements of their customers and putting their learnings into practice.

It was a busy week in and outside of the office! Here are a few snippets from a fantastic trip. Thanks again to the team at EDS!



### Have you completed our Modern Selling Assessment?

Start the new year with a clear vision of how to improve your sales process with [Plan.Grow.Do's Modern Selling Assessment!](#)

It only takes 2 minutes to complete and it gives you a full report with free insights on how you can improve.

Got a spare 2 minutes?

[Get your FREE report!](#)



### Book Your Sales Training for 2024!

When was the last time you and your sales team had modern sales training?

Have you been using the same techniques and thought-processes?

Do you know how your customers want to buy?

Ready to learn more on how we can elevate your sales team and sales leadership?

[Learn more](#)

### Join the conversation

