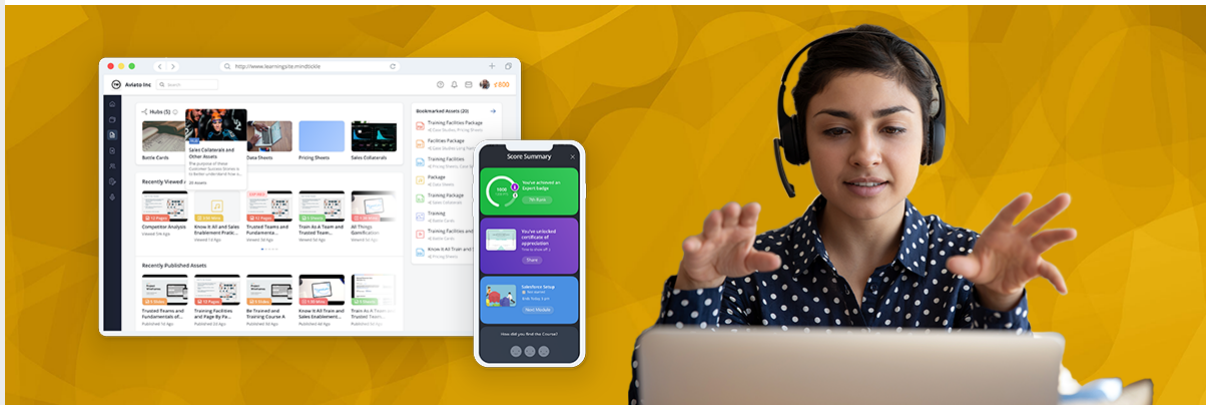


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Readiness Rundown



As we head into September, now is the perfect time to energize and motivate your reps. A great way to do that is to shift your focus to continuous learning and hone in on individual selling skills to increase win rates. Take a look at this month's newsletter to learn more on how to do just that!

JUST RELEASED

The Definitive Guide to Measuring Sales Readiness



How are you measuring seller performance? Our latest guide outlines the metrics to track so you're assured sellers continually retain knowledge, develop competencies, and practice skills. Measuring these activities not

only empowers managers to course correct where necessary but ultimately prepares your customer-facing teams to “meet the selling moment.”

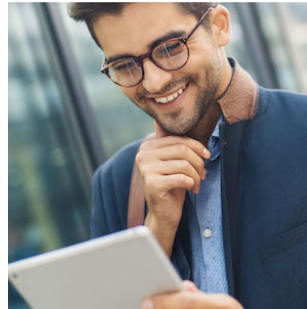
[Download](#)

In case you missed it!



What is Sales
Everboarding? It's
More Than Ramp
Times

[Read Blog](#)



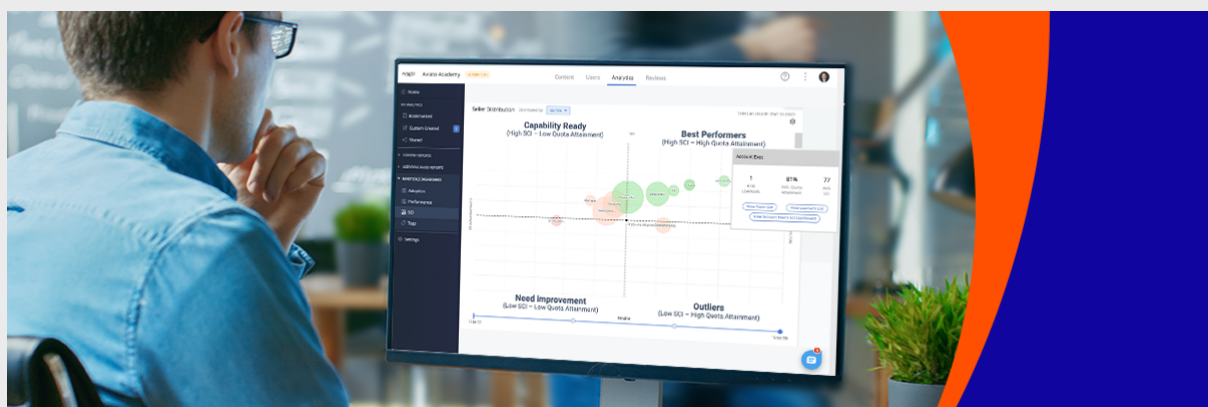
How to Maximize
Performance With
Microlearning to
Deliver Sales Training

[Read Blog](#)



The Top 5 Selling
Skills You Need to
Measure

[Read Blog](#)



Investing in Our Vision for Sales Readiness: Mindtickle's Series E Fundraise

Mindtickle recently raised \$100M in Series E funding. This latest investment brings our total funding to \$281M and valuation to \$1.2B. We've defined this emerging sales readiness category and are pushing

the industry to think of sales enablement in a new way. Learn more about this exiting news!

[Read Blog](#)

See you there?



Gartner®

How to Develop a Sales Readiness Strategy

In partnership with Gartner

September 9, 1pm ET

In this webinar, Gartner and Mindtickle we will discuss how organizations are modernizing the sales enablement function by developing a repeatable framework and science-driven techniques to drive behavior change across the revenue organization.

[Register](#)



Customer of the month

Mindtickle Call AI empowers PriceLabs to more effectively train and onboard reps, as well as refine products.

- Reduction in ramp times
- Visibility into reps' performance
- Insights to help shape products

[Read More](#)



Nick Salas
Head of Sales Readiness
Mindtickle

Readiness tip

Sales leaders must move toward a dynamic sales “everboarding” approach that blends traditional onboarding with continuous, individualized training and reinforcement. Doing so will better equip sellers with the skills they need to succeed in the field — and drive more revenue for the organization.

Be Ready

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