

Certificate of Completion

This Certificate is presented to

Lauren Long



Mimic Professional Selling

Completed: December 02, 2021

for emulating successful prospecting and deal-closing in completing Mimic Professional Selling. Simulation completion requires analyzing data and customer profiles, creating matrices, conducting research and discovery calls, and addressing and identifying various customer needs.

This certificate signifies:

- Analyzing personal performance data and making necessary improvements
- Organizing and maintaining an effective weekly calendar
- Executing various sales analyses
- Demonstrating understanding of sales techniques by closing deals with prospects
- Developing effective value propositions
- Implementing sales skills by prospecting to a variety of potential customers
- Demonstrating active listening and designing effective questions in real-time discovery calls

Stuart Draper, CEO
Stukent, Inc.