



# Sensible Marketing, LLC Holds Inbound Sales Webinar

*Will assist B2B leaders currently using HubSpot or other automation technology, and introduces how to accelerate sales cycles for increased revenue.*



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"Keep Your Sales Team from  
Living in the Past"

*Mike Garland*

Sensible Marketing, LLC Holds Inbound Sales Webinar  
Phoenix-based revenue generation firm educates on  
improving sales processes

Phoenix, Arizona: Sensible Marketing, a lead generation and customer acquisition firm, located in Phoenix, Arizona, will host a new webinar, Keep Your Sales Team from Living in the Past, on June 9, 2106. Designed to assist business leaders currently using HubSpot or other inbound marketing technology, the webinar introduces how to accelerate sales cycles for increased revenue in the Internet-based world.

The Internet has dramatically changed the buyer-seller relationship. Today, the information that buyers need to make a purchase decision is just a click away - shifting the power in the sales process from the seller to the buyer. This means that the sales process needs to transform, too.

The webinar includes anecdotal evidence and details on how the B2B inbound sales process differs from traditional sales, and how to use the B2B inbound sales process to fill your funnel and increase sales. Attendees will learn about:

- the four phases of inbound sales
- two core philosophies of inbound selling that will transform sales processes to appeal to today's customer
- three actionable takeaways that can be implemented immediately to accelerate sales cycles.

To learn more about Sensible Marketing's webinar, "Keep your sales team from living in the past," visit <https://offers.sensiblemarketing.com/keep-your-sales-team-from-living-in-the-pastHub>

About Sensible Marketing:

Sensible Marketing implements lead generation and customer acquisition programs for B2B companies. Sensible Marketing is a Gold Partner with HubSpot, which places it in the top 9% of

inbound agencies world-wide. Learn more about Sensible Marketing at [www.SensibleMarketing.com](http://www.SensibleMarketing.com).

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