

High-Level Performance Outfitting for Top Flight Sales Producers

Dramatically enhances your ability and capacity to perform at the highest levels..

For: _____

Includes:

- Comprehensive needs assessment and performance evaluation
- Complete and personal performance profile and interpretation, which includes:
 1. The Attentional & Interpersonal Style Confidential Sales Report (25-30 pages)
 2. An Athletes Mental Edge Report 30 pages
 3. The Attention Control Training Workbook for Business by Dr. Robert Nideffer
 4. Selling With Integrity feedback report
- _____ of structured telephone coaching for 12-week time frames over 6-12 months, in which we:
 1. Develop a powerful, motivating, and inspiring vision, and plan to achieve it
 2. Focus on performance development targets and accountability
 3. Focus on effective and comprehensive sales performance measures
 4. Focus on organization in the sales dimension
 5. Focus on sales strategy and tactics
 5. Predict performance errors and mistakes
 6. Advise on evasive and preventative actions
 7. Focus habits and Implement concepts and principles to maximize sales performance
 8. Focus on time management principles for effective self-management
- Complete written client evaluation at the end of each 12-16 week Series

Key Learning Points:

- o Module 1: Vision an Goal-Setting: Motivational Model
- o Module 2: ICA Model: Meeting the Challenge of Change
- o Module 3: Prospecting and Pipeline Management
- o Module 4: Time Management
- o Module 5: Sales Methodology and Process
- o Module 6: Tactical Implementation
- o Module 7: Algorithms: Qualification, Conversion, Activation Rates
- o Module 8: Systemization: Stability and Variation

Total Initial Package Price:

\$ _____