

*"The trainer was very insightful, knowledgeable, respectful, and I felt very supported throughout the teaching"*

## HIGH PERFORMING SALES WORKSHOP

23<sup>rd</sup> June 2020

Revitalise and upskill experienced salespeople with a one-day injection of the best sales strategies and motivating topics that will make a difference to their sales performance.

Experienced sales people often plateau in their performance level. Research shows it is crucial to keep developing longer serving staff. A lack of training and development is cited as one of the major reasons for a lack of staff engagement.

### This high impact one-day workshop will cover:

- Top sales behaviours that are linked to sales success
- Advanced techniques to uncover customer needs and build the urgency for your solution
- Understand the buying motives of different DISC styles of customers so you can tailor your approach
- Be confident to sell the solution and not have to negotiate on price
- How to target your customers with the biggest sales potential
- Learn how to strategically grow accounts for long term business success

### Personalised Coaching Session

Included in this programme is a one-hour follow-up coaching session with each individual. This personalised phone call post-workshop will ensure the skills learned are being applied in the workplace and any challenges can be discussed and addressed.

**Workshop and Coaching session: \$995 +GST per person**

**DISC report & debrief for participants not already profiled: \$300 +GST per person**

*"The trainer has an excellent teaching style and engages everyone"*

**ProFormance Workshops:** *This ProFormance workshop is limited to a maximum of six experienced representatives so participants receive one-on-one coaching and active involvement in an optimal learning environment with colleagues from similar industry backgrounds.*

**Intensive Coaching:** *The facilitator will research your individual representative's training needs, their product/service and the environment in which they sell. This will enable more intensive coaching.*

**Targeted to Your Business Market:** *The workshops are designed to target the key issues in your business environment. The training is practical, using real life examples that result in a change in behaviour back in the work place. Role play and critiquing procedures are utilised to enable participants to demonstrate the principles learned.*

**Central Location:** *The workshops will be held in a central Auckland location and includes all materials and refreshments.*