

# THE STEPS OF OUR JOURNEY



## 1 PRE WORKSHOP

INSIGHTS: 360°



## 2 WORKSHOP

FOCUSED ON EXCELLENCE



## 3 POST WORKSHOP

SUCCESS BREEDS SUCCESS

1. PERFORMANCE ASSESSMENT

3 WEEKS

2. PERFORMANCE IMPROVEMENT

1-2 DAYS

3. PERFORMANCE SUPPORTED

4 WEEKS



### Business

Your business, vision, playing field, USP, challenges, competitors.

We step into everyone's shoes, yours, the industry, your customer's, your competitor's, your team's. What's happening to the playing field of your industry and how you sit amongst that. Where are the growth opportunities.

### Team

Skill level, potential, requirements.

Who is the face of your business? How are they conducting their business? What's their knowledge level? Ability, planning, mindset, success rate? Who is doing it well? What's their skill level and potential?

### Customers

Type, values, needs, alternatives, challenges.

Who is buying your solution? Why? What's their alternative? What's their challenges? Where are the opportunities/ scope for upselling?

### Goal

Vision, purpose, outcome.

What do you want to achieve? What's your outcome? What do you want to see your team do/ act/ behave after the workshop? We calibrate our focus on exceeding this goal.

### Introduce

Team excited, invested.

We assist you in getting the team open to learning, curious and excited. We reach out to start a relationship, build rapport and get them mentally ready for some great training.

### Tasks

Individual insight.

They have a few tasks to complete before the training.

This:

- assists in getting them reflecting on their business (the learning starts here)!
- assists us in knowing them and their abilities, mindset and goal.
- gets them invested in their outcome.

### Skills

Be a master. We share top end sales techniques. Strategy for success.

We take your team to the highest level. We teach them to be masters in sales. We embed a success mindset.

### Topics

Choose topics to exceed goal

We share a world class philosophy and robust methodology which gets results fast.

Topics chosen are based on over achieving your goal.

We also layer in key behavioural changes. We set them up for success. They emerge inspired, upskilled and very clear on their action plan to achieve results.

### Motivate

Take action!

We get the team re-energised about their job and their solution. Focus on outcomes and taking action! Being accountable!

### Premium Training

Highest standard of trainers. Years of 'hands on' experience. Qualified.

Our trainers are sales people of the highest level. With over 20 years of sales success to draw on they provide real insight into what it takes to smash targets.

The workshops are engaging, motivational and fun. They have a reputation for quick successes and producing master sales people.

Our teachers are qualified in NLP (Neuro Linguistic Programing), Hypnotherapy and Time Line Therapy. So on top of extensive 'high level' sales experience they help you or your team know what's happening unconsciously between the customer and you.

Our trainers care about the outcome and have one goal in mind - to produce highly skilled, confident, motivated sales people who love their job and are able to achieve success continuously.

### Mindset

Be positive about your solution & confident in your position.

We work on mindset. The right mindset is a game changer.

### Accountable

Take action to achieve results.

They write action points which keep them accountable.

### Content

Tailored content to drive results.

We tailor content to drive results. Receive 4 weeks of videos relevant to the training day (short, bite sized recaps and summaries of the key areas).

### Coaching

Question platform to assist.

We encourage the team to reach out and ask anything to do with their training.

### Resources

To assist with growth.

We send relevant materials to complement their learning.

### Assistance

To the team.

We assist in ensuring everyone knows what to do.

### Support

We support the Managers in knowing how they can keep the team upskilled and motivated. See Directors below.

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### Success

We set the team up for success.

Comes from wins. We focus on getting them 'winning' quickly.

### Directors

Receive the 'Directors Report'.

This assists them back in the office on keeping the team on the front foot, polished, motivated, professional and result driven. Includes confidential notes from the trainer on key areas of opportunities for the team.

In summary, we set you up for continued success.