



SALES TRAINING COURSES & COACHING FOR EXPERIENCED SALESPEOPLE

Program	Program Length	Program Focus
5 Secrets to Successful Selling	Day to day and ½	<p>This program combines behavioral and motivational insights as to why people buy and how <i>you</i> can adapt. This program was created for salespeople with experience and a command of the fundamentals of selling—but who know there are higher levels to attain.</p> <p>You'll learn:</p> <ul style="list-style-type: none">• What really drives your prospects' needs and desires• Maximum communication through behavioral and values assessment• MC = IQ (Maximum Communication = Instant Qualification)• Maintaining control and how to always move forward• Solving the "front door/ back door" problem
Hi-Performance Prospecting & Qualifying	Half-day	<p>Your time is valuable and limited, and it is imperative that you spend it with only those prospects that have the potential to become clients. Key to effective selling is the ability to identify qualified prospects and to move them quickly and efficiently through the sales cycle. This program hones the skills required to both find the right types of prospects and then to thoroughly qualify them to determine the likelihood of sales success.</p>
Effective Territory Management	Half-day	<p>Managing and mining a sales territory is much like managing and mining your own business. This program will help salespeople learn the art of creating territory business plans that really get used.</p>
Effective Time and Territory Management	Half to full day	<p>Our unique approach to this subject starts with the premise that effective time management is really rooted in <i>self</i>-management. We discuss priority setting – corporate, departmental and personal, how to say "no" or "yes" more appropriately, how to delegate when appropriate and possible, communication, and how behavioral style impacts our approach to time. We then discuss how knowing these concepts and understanding yourself better (behavior style) leads to more successful territory management. This includes the "Effective Territory Management" training (above).</p>



THE COLLABORATIVE
*Innovating Business Growth
Through Real World Experience*

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Behavioral Selling	Half-day	Ever been taken completely by surprise by a client or prospect? Or been unable to close a new client because you just couldn't "get through" to them? Understanding what makes people tick is the key to developing profitable, long-term relationships. This program gives sales professionals the tools they need to take full advantage of behavioral selling and relationship-building techniques with prospects and current clients alike. Includes a DISC behavioral assessment of each program participant and training on understanding the behavioral style of prospects.