



SALES SELF-MANAGEMENT

"THE #1 COMPETENCY OF SUCCESSFUL PEOPLE"

WINNERS ACT ON THEIR OWN AUTHORITY

FOR SALES REPRESENTATIVES IN COMPETITIVE SALES ENVIRONMENTS

Self-Management is the number one competency of all successful sales people. This program will help individuals become effective self-managers in their professional and personal lives. The focus of the program will be to help individuals maximize sales performance and ensure professional and personal growth. It is about managing personal effort to maximize productivity.

BENEFITS

- Improves individual sales performance and increased results
- Enhances self confidence
- Develops a self-managing attitude
- Individuals become fully accountable and responsible for making and keeping commitments
- Develops high effort performers within a strong performance culture

OUTCOMES/REPRESENTATIVES WILL:

- Develop a day-to-day system for sales self-management
- Avoid slumps
- Learn techniques for the maintenance and development of self confidence
- Learn to make and keep self-commitments
- Develop a psychological time management system
- Learn how to make decisions and build the habits that lead to success
- Learn to self-evaluate and self-coach
- Maximize the Return On Investment (ROI) of commitment/energy
- Enhance professional and personal well being

A key part of the workshop involves the group de-brief of the 15 page POP profile assessment report. This helps the participants understand and build on the inherent characteristics/strengths that have contributed to their career success in sales.

PRE COURSE RECOMMENDATIONS

- complete POP IV, Personal Orientation Profile on-line (time 35 minutes)
- read "Principles of Self Management" book

AVAILABLE

- 2 formats: facilitated workshops and train-the-trainer (the CD ROM format of this program is in development)
- Modular design in ½, 1 and 2-day programs

Interested in working with us? Call or email our office to schedule a free consultation at no cost to you.
Call Bob McHardy, 416-746-0444 Ex.234

SELFMANAGEMENT
PLUS
SELECT | DEVELOP | RETAIN | TOP PERFORMERS

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