

The World Leader in Developing Self Managers

SALES EFFECTIVENESS

MAKING HABITS HABITUAL

Full Day Program



Sustaining Sales Performance

INTRODUCTION

- Current Role & Responsibilities
- Personal & Professional Growth Plans

PERSONAL EFFECTIVENESS TOOL KIT

- Sales Performance - Self Assessment
- Self Confidence - Building on Strengths
- Skill Development Model - Compounding Effectiveness
- How to Build a Sales Habit - Making Sales Habits Habitual

SELF AWARENESS

- Understanding your Current Sales Habits
- Profile Debrief
- Competency Map

ACTION PLAN

- 4 Ways to Improve Sales Effectiveness
- Implementing New Habits

APPENDIX

- Action Planner

For more information please contact:

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LEARN IT - DO IT - MAKE IT A HABIT