

# STEPS OF OUR JOURNEY

## 1: PRE WORKSHOP

### INSIGHTS: 360°

**BUSINESS:** Your business, vision, playing field, USP, challenges, competitors.

**TEAM:** Skill level, potential, requirements.

**CUSTOMERS:** Type, values, needs, alternatives, challenges.

**GOAL:** Vision, purpose, outcome.

**INTRODUCE:** Team excited, invested.

**QUESTIONS:** Individual insight.

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

**Goal:** 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:** 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:** 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.

## 2: WORKSHOP

### ENGAGING, INTERACTIVE, MOTIVATIONAL WORKSHOP

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

**TOPICS:** Choose topics to exceed goal.

**MOTIVATED:** Take action!

**PREMIUM TRAINING:** Highest standard of trainers. Years of 'hands on' experience. Qualified.

**MINDSET:** Be positive about your solution & confident in your position.

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

**Topics:** 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.

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

**Premium Training:** 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 Programming), 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:** We work on mindset. The right mindset is a game changer.

## 3: POST WORKSHOP

### SUCCESS BREEDS SUCCESS

**ACCOUNTABLE:** Take action to achieve results.

**CONTENT:** Tailored content to drive results.

**COACHING:** Question platform to assist.

**RESOURCES:** To assist with growth.

**ASSISTANCE:** To the team.

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

**SUCCESS:** We set the team up for success.

**Accountable:** They write action points which keep them accountable.

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

**Resources:** We send relevant materials to complement their learning.

**Assistance:** 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.

**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.

