



EVALUATION

PERFORMANCE ASSESSMENT

- **Your Business**
Understanding your solution, customer journey, sales process, challenges, opportunities
- **Skills Assessment**
Appraise where your team are at and where you would need them to be
- **Outcome**
Goals, focus areas, priorities for team performance and business growth



PRE-PROGRAM

TEAM ENGAGEMENT

Leaders

- **Creating Training Success**
We assist leaders with a clear training guidance framework to set the team up for success

Team

- **Individual Invested**
We engage with the team prompting self-awareness and reflection on their potential and to embrace the value of training and self-development



PROGRAM

SKILL ADVANCEMENT

- **Trainers' Credibility**
 - 30+ years expertise in sales, business leadership and training
 - Specialist accreditations in multiple advanced communication and leadership modalities
 - Keynote Speaker & Sales Industry Thought-Leader
- **Training rollout**
Public and private options
 - **Workshop face-to-face:** Interactive, engaging and highly practical learning
 - **Blended:** Academy self-paced online learning combined with live virtual coaching



POST-PROGRAM

DRIVING RESULTS

- **Leaders**
Support and guidance to lead and drive ongoing team performance
- **Academy Resource Hub Membership**
Exclusive access to topical content, learning tools and events:
 - Online Programs
 - Live Masterclasses
 - Interviews & Podcasts
 - Templates & Guides
 - Videos
 - Blogs
 - eBooks

REVIEW AND ASSESS