

The “Coach & Prosper” Programme for Sales Managers.

The world of selling is changing at a huge rate. While it is still highly imperative for salespeople to build and maintain profitable relationships with their customers, it is also crucial for salespeople to be consistently building and sourcing new accounts. The ability to coach team members to achieve this balance is part of this highly effective Sales Management Coaching Programme.

The main objective of The “Coach & Prosper” Programme is to **“assist and inspire”** Sales Managers to achieve their challenging targets and goals. To this end The Prosper Group utilise many highly effective coaching tools and techniques.

The Coach & Prosper Sales Coaching Programme will focus on the following areas:

- Identifying motivating factors of each team members.
- Motivating your Sales Team to greater achievement and taking more action.
- Utilising a specific Coaching Style for team members
- Identifying strengths and possible weaknesses of each team member.
- Identify a development plan for each team member.
- Conducting a productive sales meeting.
- Coaching the peak performer.
- Coaching the potential peak performer.
- Coaching the under performer.
- Understanding differing selling styles.
- Personal and Business Goal Setting.
- Delegating skills for greater achievement.
- Forecasting skills for team members



Investment for
The “Coach & Prosper”
Programme for Sales
Managers

€2195.00 per delegate
attending

Upon completion of the programme, each delegate will receive 4 one-to-one coaching sessions (60-90 minutes each) to assist with the implementation of the coaching skills learnt during the initial 2 days of the programme

WHO WILL BENEFIT ?

- Sales Managers who wish to expand their sales management style.
- Individuals who would like an appreciation of sales coaching.
- Strategic salespeople who are responsible for large accounts.
- Training & Development Managers

TRAINING METHODS

- Group discussion
- Individual exercises.
- Group exercises.
- Evening syndicate work.
- Case studies
- Role Play and Skills Practice

Skills Practice will also take place during one-to-one coaching sessions

MATERIALS PROVIDED

- Detailed Workbook
- Focus Management System
- Insights Sales Success Profile
- The Sell & Prosper Audio Cassette Series.

To receive your complimentary CD -

“The Principles of Relationship Selling” -
by Jonathan Bell.

please email : info@prosper-group.com,

SEMINAR LEADER - Jonathan Bell MIITD FInstSMM(UK)



Jonathan is a highly sought after Executive Coach, Conference Speaker and Accredited Insights Practitioner. He has coached many Entrepreneurs, Sales Directors and peak performing Sales People to new and exciting levels of achievement.

For the last 23 years, Jonathan has achieved outstanding results in the areas of Sales, Sales Management, Training and Executive Coaching. He has personally coached and trained 2500 individuals and organisations to the achievement of their challenging goals.

Jonathan is the co-author of the audio-cassette programme “Stay Motivated for Selling” and the video series The “Sell & Prosper” Coaching Programme. He has been personally coached and mentored by Dr. Denis Waitley, who is recognised as the world’s ambassador of achievement.



THE "COACH & PROSPER PROGRAMME FOR SALES MANAGERS

BOOKING REGISTRATION FORM

Registration Fee per delegate

€2195.00

Please book _____ place(s) on The "Coach & Prosper" Programme for Sales Managers
–Jury's Montrose Hotel, Stillorgan, Dublin 4.

Tuesday 30th September & Wednesday 1st October 2003

Delegate(s) Name(s)

1. _____ 2. _____
3. _____ 4. _____
5. _____ 6. _____

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Name of Company _____

Address _____

Tel _____ Fax _____ email _____

I enclose a cheque for € _____ (cheques payable to The Prosper Group)

Please debit my Credit Card for € _____ Card No. _____

Exp Date _____

Name on Card _____

Address (For Billing) _____

Signed _____

Date _____