



Maximising Your Potential as a Sales Person

As the Sales Manager or Managing Director of your business, do you know why your top performing sales people are more successful than other sales team members?

In reality it has nothing to do with their experience, product knowledge, salary or incentive package. Instead the difference often comes down to individual mental approach and the ability to set and achieve individual goals.

“Maximising Your Potential as a Sales Person” is a seminar totally different to others available today.

We don't teach your sales people how to sell. In fact we assume they already know this! Instead our focus is on helping your individual sales team members with the following:

- **Improving the relationship between Activity and Results**
- **Positive Mental Approaches and the impact on Success**
- **Goal Setting and Goal Achievement**
- **Sales Compensation Model**
Developing the mindset and self awareness necessary to achieve your Sales Targets

Pricing:

Available on request
Group discounts available

Contact us today!

This seminar will provide your sales team with the awareness and thought processes necessary to maximise their individual sales potential.

This one day seminar is ideal for groups of 5-10 people.

Delivered in a lively and informal style, the day is broken up with workshops and discussions where individuals and small groups are encouraged to participate.