

DELIVERABLE	DETAILS																		
10 Sessions	This course will meet weekly for 10 weeks. Each session will be 2 hours in length. This process enables participants to “develop” since they will have application and practice time between sessions. Each session will end with specific goals to be accomplished by the next session.																		
Audio CD Series	<p>16 chapters of program content in audio form enables the participant to have multiple exposures to the content between sessions allowing the sessions to be hands-on and application oriented. 5 exposures during the week between sessions results in content retention in excess of 60%.</p> <p>Content includes:</p> <table border="0" data-bbox="512 516 2003 703"> <tr> <td>Success in Sales</td> <td>The Buying/Selling Process</td> <td>Your Personal and Professional Growth</td> </tr> <tr> <td>Prospecting Fundamentals</td> <td>Planning Your Success Part I</td> <td>Prospecting: Advanced Techniques</td> </tr> <tr> <td>Communication Skills</td> <td>Getting Appointments</td> <td>Planning Your Success Part II</td> </tr> <tr> <td>The Introduction</td> <td>Gaining Favorable Attention</td> <td>Discovering Wants and Needs</td> </tr> <tr> <td>Building the Case for Action</td> <td>Presenting Benefits and Consequences</td> <td>Getting Commitment and Follow Up</td> </tr> <tr> <td>Overcoming Obstacles for Success in Sales</td> <td></td> <td></td> </tr> </table>	Success in Sales	The Buying/Selling Process	Your Personal and Professional Growth	Prospecting Fundamentals	Planning Your Success Part I	Prospecting: Advanced Techniques	Communication Skills	Getting Appointments	Planning Your Success Part II	The Introduction	Gaining Favorable Attention	Discovering Wants and Needs	Building the Case for Action	Presenting Benefits and Consequences	Getting Commitment and Follow Up	Overcoming Obstacles for Success in Sales		
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Text	Exact same content as audio series with assessments at the end of each chapter for reinforcement of content. The text also serves as a reference guide.																		
Action Plan	<p>Self and Organizational Evaluation Sections include:</p> <table border="0" data-bbox="512 824 2003 987"> <tr> <td>Dream Inventory</td> <td>Mental Development</td> <td>Social Development</td> </tr> <tr> <td>Physical Development</td> <td>Financial/Career Development</td> <td>Family Life Development</td> </tr> <tr> <td>Ethics & Beliefs Development</td> <td>Setting Goals and Establishing Priorities</td> <td>Goal Planning Sheets</td> </tr> <tr> <td>Organizational Goals Program</td> <td>Productivity</td> <td>Sales Skills</td> </tr> <tr> <td>Time Management</td> <td>Goals Summary Sheets</td> <td>Goals Accomplished</td> </tr> </table>	Dream Inventory	Mental Development	Social Development	Physical Development	Financial/Career Development	Family Life Development	Ethics & Beliefs Development	Setting Goals and Establishing Priorities	Goal Planning Sheets	Organizational Goals Program	Productivity	Sales Skills	Time Management	Goals Summary Sheets	Goals Accomplished			
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Critical Issues	Every participant will identify 3 critical issues within their organization and develop comprehensive action steps for each issue.																		
Productivity Assessment	You will analyze current productivity followed by measurable goal setting.																		
Sales Skills Assessment	You will analyze your current sales skills with specific attention on areas where improvement is needed. One on one coaching will be available.																		
Measurable Results	The process is customized and tailored to achieve the measurable outcomes set by each specific participant.																		
Time Management Analysis	You will analyze your personal time management ability followed by goal setting where improvement is needed.																		
Self-Concept Profile	Each participant will analyze current confidence and comfort levels with self, and create steps to be taken if improvement is desired.																		