



SALES GROWTH GROUP COACHING

TRANSFORM YOUR COMPANIES
SALES EXPERIENCE

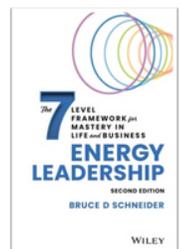
RE-SET RE-FOCUS RESULTS

This unique group is for those that want to build extraordinary sales growth in companies that have plateaued.

SALES GROWTH GROUP COACHING | 12 WEEK ENERGY LEADERSHIP COURSE

Have you ever wondered why sales come easy for some and not for others? Why are some able to exude confidence, strength and empathy, while others seem stuck on a "hamster wheel" going no where?

You can be an amazing, influential leader who is making a difference in the world. You can grow something awesome from nothing. How committed are you to embracing change through action, accountability, and follow-up? Your level of commitment can catapult your performance with less effort and more fulfillment. If you want to succeed in the truest sense of the word we're about to help you make that happen.





BUILD MOMENTUM IGNITE GROWTH GET RESULTS



Do you feel stuck? Has your sales growth plateaued? Are you ready to make 2023 YOUR BEST YEAR?

Participants of the Program will learn how to:

- Recognize the seven distinct levels that are the key to understanding why everyone thinks and acts the way they do.
- Identify ideal client(s) and remove what is depleting your energy.
- Become a powerful leader who motivates yourself and others to reach their true potential.
- Identify the BIG Four Energy Blocks and discover proven techniques and strategies for overcoming these and other obstacles.
- Develop the ability to ignite peak performance and shift internal energy to meet any obstacle.
- Use this newfound power to inspire respect, confidence, and loyalty.

Teams reflect the behaviors and energy of their leaders.

Strong sales coaching is critical for sales success. Research shows that sales representatives who receive effective coaching can increase their win rate by 54% within a year and a half of starting a coaching program. Furthermore, overall turnover can decrease by 12% simply by implementing good coaching. But despite the benefits of coaching, many sales managers just aren't providing it.

Group Coaching is ideal when embraced and modeled. If action and accountability are desired from employees, they must see it modeled by their leaders. By joining this group you are separating from the norm of everyone else; you are ready to gain the knowledge, capabilities, and inspiration to thrive. You are prepared to combine your strength with the strength of others to rise up to make it the most memorable year ever.

PROGRAM SPECIFICS

What others are saying:

- *"Understanding energy and how it applies to our sales process took our sales to a different new level..."*

- *"While we are all discussing and learning the same thing, we are all committed to taking action and holding each other accountable to be better leaders..."*



What To Expect: Group Session Ground Rules and Accountability

- 6-8 Best-Fit members in a group for unique group think, peer-to-peer learning.
- 120 Minute high-focused sessions of Action, Accountability, and Follow-Up.
- 12-week course that meets every 2 weeks for virtual group sessions with 2 Professionally Certified Coaches
- Each participant will complete the Energy Leadership Index Assessment and have a one-on-one confidential debrief with one of our experienced coaches.
- Course Material - Energy Leadership book by Dr. Bruce D Schneider, one per participant, sent after the one-on-one debrief. Session assignments, via Google Forms, will be emailed from our team prior to each session.
- All sessions will be held on a secure video conference line and all sessions are confidential to that particular group.
- All participants will read their assigned chapters and do the assigned homework in Google Docs 24 hours prior to coming to the live call.
- Participants should be online, with a video presence for all calls.
- Calls will begin when all members are present online, and on time.
- Members are expected to stay the full session giving 100% attention to their personal growth.
- Calls will end on time.
- Cell phones and other electronic devices should be off for the duration of the meeting.
- What is said and done in group coaching, stays in group coaching. NDA Confidentiality is required for all members to maintain trust and transparency.
- The coach/facilitator will ask questions, participants are expected to participate fully.
- Participants should be respectful and courteous to each other.
- Have fun! Enjoy the learning! This is all about you!