



EIGHT WEEKS TO A STRONG SALES TEAM!

STRATEGY, PLANNING & EXECUTION

One-on-One Coaching

- One hour per week
- Focus on real-life situations
- Custom programs for your needs
- Discuss your reps, your sales team and your goals
- Review industry specific issues and tangible results
- Draw up a game plan and learn valuable skills

The Sales Coach Live!

- Weekly coaching sessions with Michael J. Galante, The Sales Coach
- Phone, Email, text, GoToMeeting web conference, Skype internet video, in-person available

New for 2011

- Personalized video coaching messages
- Sent to your email, BlackBerry or iPhone
- Specific strategies, skills, and techniques
- Motivational quotes
- Real-life management situations

Benefits of Coaching

- Sell more; exceed your budget; close bigger sales; increase profit margins
- Improve the performance of your team; better leadership skills; build a bigger, stronger sales team
- Be more productive; less stress; make more money
- Free subscription – Two-Minute Drill e-newsletter; Premium Membership to The Sales Coach Team

SAMPLE 8-WEEK PROGRAM*

Sales Team Debrief

- Discuss sales team and personnel issues; manager goals with strengths and areas to improve

Leadership and Management

- Transitioning from sales rep to sales manager; effective leadership and manager traits

Sales Strategy and Process

- Define your sales approach and communicate it clearly to your staff; key steps or action items

Staffing – Hiring and Firing

- Finding and recruiting talent; when to let go; your role as team builder; salesforce alignment

Sales Meetings

- Make your sales meetings more effective; focusing on deal strategy and motivation; sales contests

Coaching and Mentor

- Outline a plan for coaching underperformers; train and mentor reps to higher levels of performance

Measurement and Accountability

- Defining expectations; what to measure; how often; establishing benchmarks and reporting systems

Your Personal Development Plan

- Write your own success plan; career path decisions; personal objectives and action items

Bonus Week

- Evaluate and measure progress; outline next steps

This service is available to individuals as well as entire sales teams. Please call for details and a custom program.

**Alternate topics include: Selling Skills, DiSC Personality Styles, National Account Management, CRM programs, Prospecting and New Business Development, Sales Negotiation, Value Added Selling, and Team Selling.*

Be successful in sales!



Michael J. Galante, The Sales Coach