LEADING YOUR **SALE$**

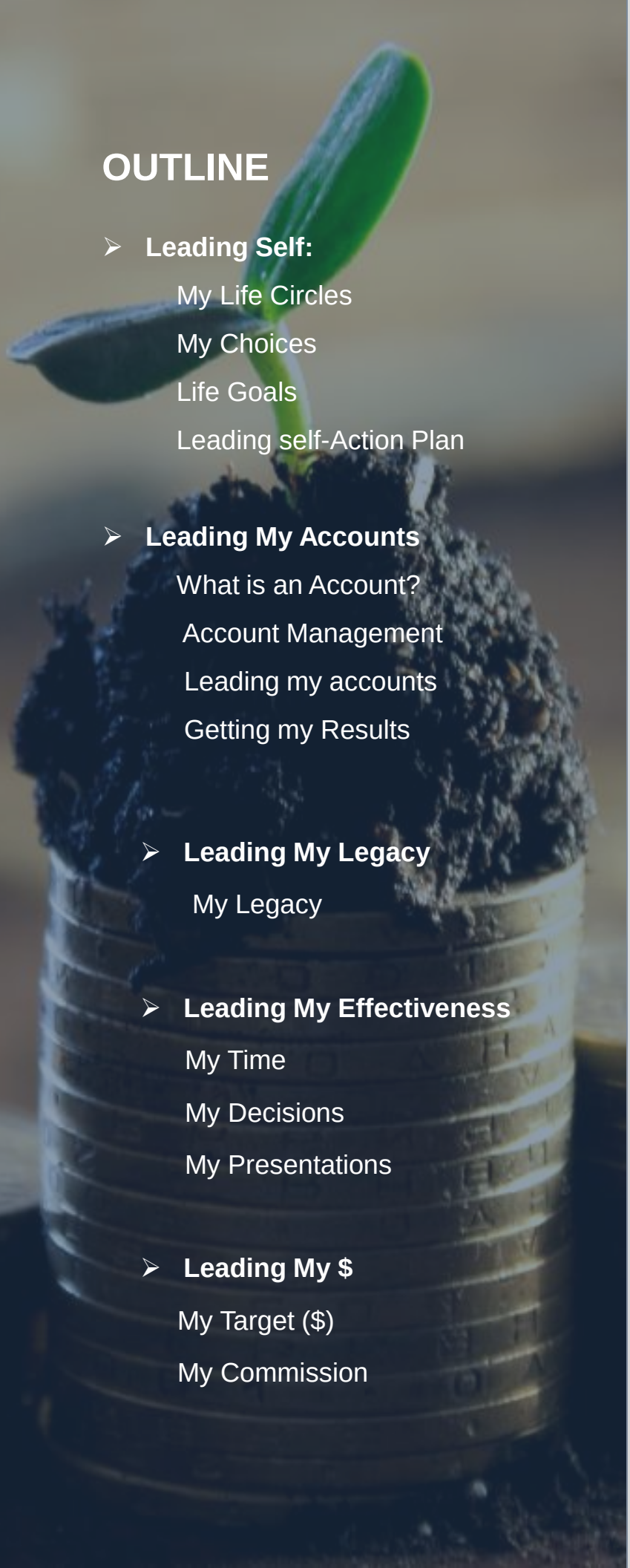
OVERVIEW

Leading your SALE$ is designed to help sales professionals lead themselves, own their career and know some basic techniques to increase their personal effectiveness as well as their account management. It is considered as a foundation for supervisors and team members. This Two days' workshop will pave the way for applying effective sales process and each sales person to start owning his future.

OBJECTIVES

By the end of the workshop participants should be able to:

- Link their personal & professional goals.
- Know where they are and where they want to be .
- Consider their areas needing development.
- Know the characteristics of good & bad accounts .
- Align the sales purchase funnel with the customer purchase funnel.
- Differentiate between effectiveness and efficiency .
- Create a personal legacy .
- Learn what are the Lead and the lag measures.



OUTLINE

- **Leading Self:**
  - My Life Circles
  - My Choices
  - Life Goals
  - Leading self-Action Plan
- **Leading My Accounts**
  - What is an Account?
  - Account Management
  - Leading my accounts
  - Getting my Results
- **Leading My Legacy**
  - My Legacy
- **Leading My Effectiveness**
  - My Time
  - My Decisions
  - My Presentations
- **Leading My $**
  - My Target ($)
  - My Commission

DETAILS

Duration
Two days

Target Audience
All Levels

Tools
Video, Role Plays, Group Discussions.

DYNAMIC INTERNATIONAL