

Sales Management Catapult

Presentation is intensive, highly interactive, and focused on developing the ability of Sales Managers to staff, train, and manage to catapult the results of a sales team in the imaging systems environment. The workshop includes lecture, discussion, application exercises, skill practices, and, integrated action planning.

A Sales Management 360° Survey, conducted before the workshop, helps the Manager understand how he or she is: 1) Managing, 2) Perceived by his or her supervisor, and 3) Perceived by those he or she manages. It will enable the Manager to discover ways to drastically improve his or her management effectiveness. The Sales Manager will leave with an Action Plan to Catapult the team's performance in 2013 and beyond.

LOCATION: Beautiful Historic Charleston, SC
SCHEDULE: Contact us for upcoming workshop dates



Each Participant Will Gain

- The role and importance of Sales Managers in achieving results
- Setting high-expectations that become a self-fulfilling prophecy
- Staffing the organization with talented and motivated salespeople
- The cost of turnover and low performance
- How to determine if a candidate can become a Peak Performer
- Importance and role of call quality and sales skills in growth
- Field coaching to develop excellent sales skills with an individual
- Use Coaching the Sale™ to grow salespeople and sales results
- Effective ways to diagnose and increase sales skills of the team
- Creating expectations of high sales activity levels, goals to achieve them, and ways to manage sales activity levels
- Connecting sales skills and activities to results to manage individual and team performance
- Using income planning and goal setting as management tools to increase account margins, new business activities, and territory results
- Diagnosing and correcting individual sales performance problems
- Diagnosing sales team performance problems and developing solutions
- Managing identification of prospects and movement through the sales process to create consistent individual and team results
- Developing sales plans and accurately forecasting results
- Using recognition and performance tracking to increase results
- Managing individual salesperson performance to achieve maximum results

- Addressing low new business activity levels by individuals and teams
- Developing a "performance contract" to hold salespeople accountable

Each Participant Will Receive

- An assessment of his or her thinking, behavior, and occupational interest compared to top Sales Managers with a detailed Coaching Report to define the individual's Sales Management Style and show how to improve.
- A Sales Management 360°, which combines a Confidential Feedback Report to identify ways to improve effectiveness and specific suggestions.
- Periodic follow up via email for 120 days to help stay on track to accomplish the objectives set in the Action Plan.
- Two free months of *Systematic* Sales Management Development including a monthly Video Seminar and up to 2 hours of mentoring and coaching to get a jumpstart on 2013.

APPLICATION EXERCISES

The application exercises will allow the Sales Manager to apply the information to their assignment and situation.

SKILL PRACTICE

A minimum of 3 skill practices per day focuses on interviewing, selection, goal setting, performance feedback, coaching, creating accountability, addressing performance issue, and motivating for performance

ACTION PLANNING

Woven through out the session, and focused on evening assignments, there will be the development of the Sales Manager's Personal Sales Team Action Plan to Catapult Results. These plans can be presented to his or her Manager upon the return from the workshop and can be the basis for 2009 planning and objectives.

REGISTRATION FEE

One Attendee	\$1,995
Two Attendees	\$1,495
Three to Six Attendees	\$1,195
Seven to More Attendees	Call for pricing

Early Registration

Reduction is available. Call for details.

Still Not Convinced? Here Is Our Performance Guarantee!

"If you are not convinced that the Sales Management Catapult is a great investment of your time and money by Noon of the second day, we will gladly refund your registration fee...No questions asked!"

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