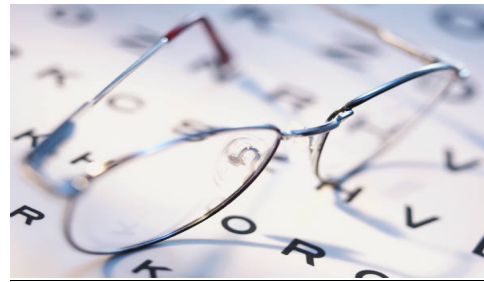


Program Objectives:

Coaching is designed and intended to provide individualised and on-going focus that helps professionals develop the skill and confidence that they need to do their job more effectively.



Coaching is designed for the specific requirements of the individual.

Target Audience:

The target audience may vary from company to company and may include senior or junior sales of technical professionals, sales or technical managers, project managers, product managers, marketing professionals or as required. Coaching may be conducted 'one-on-one' or 'one-on-a few' sessions.

Potential coaching topics may include:

- ✓ Sales methods or techniques.
- ✓ Territory planning or strategies
- ✓ Telephone selling and/or etiquette.
- ✓ Closing or 'Asking for the order'.
- ✓ Sales management.
- ✓ Sales and territory Strategies
- ✓ Social Selling strategies / skills.

Coaching sessions are tailored to the specific requirements for your team.

Learning Approach:

Coaching sessions may adopt a range of approaches to provide the necessary results



Individuals or small groups will receive hands on experience under supervision. The process may include reviewing recorded or live telephone, video taped practice sessions, role play calls or the like to achieve the results required.

The sessions are designed to provide a safe environment to enable individuals to experiment by trial and error.

Workshop Prerequisites: None

Program Duration: Coaching is tailored to the individual requirements and may be conducted over an extended period of time.

Location: Coaching will typically be conducted at the customer site.

Price: Available on request, based on time and complexity coaching.