

# Revitalizing Your Sales Staff



Our goal is to help increase your sales at a profit

This proven workshop is for every manager and department head in your organization who struggles with time management and achieving company goals.

In a recent survey conducted by ENS Media Inc., 89% of sales executives felt that their sales meetings are "usually a waste of time".

The irony is that strategically-planned meetings coupled with focused one-on-one coaching, can be the most productive, unifying and motivating uses of every manager's time.

Properly planned sales meetings will achieve four major objectives for you: Communication, Training, Motivation and Entertainment.... yes, that's right, entertainment!

In segment one of this proven workshop, Wayne reveals how to communicate something "new" at every sales meeting, dramatically reducing staff boredom and encouraging enthusiastic attendance.

In segment two, you'll discover why coaching is not mentoring, and you'll learn new techniques for achieving staff buy-in and commitment.

## **Segment One - Planning and Conducting Productive Meetings**

In this workshop you will learn:

- How to Plan Productive Sales Meetings
- Ten Do's and Don'ts of Meeting Facilitation
- How to Attract Enthusiastic Attendance

## **Segment Two - Manager's Coaching and Counseling**

In this workshop you will learn:

- How to Avoid Costly Interruptions to Your Day
- The Dr. Phil Coaching Method
- How to Tap Into Your Staff's Inner Motivation

### ***Here's what one station owner and general manager said about this workshop!***

*"Thanks for the big changes I am starting to see around here. They all flow from your Meeting and Coaching workshops.*

I am starting to see amazing changes come over my staff. I wouldn't have believed people could change so quickly. It will take a bit of time to break old habits, but I now believe that all of your training will start to pay off. I have never felt better about managing, nor do I believe that I have ever done a better job. Thanks for all of your help!"