



Performance One to Ones

**Using the art and science to
sharpen up your one to one
performance reviews with your
salespeople**

Pre-course videos and a full 120 page workbook is provided to each attendee as a vital resource document for later use.

The workshop will be conducted personally by Paul Archer, almost 30 years in the business as salesperson, sales manager, training manager and independent sales consultant to dozens of firms in the UK and abroad.

The workshop will cover:

1. The Science of the One to One - standardising the process
2. The tools to use on any One to One
3. How to self discover their performance
4. How to feedback on low performance in a motivational manner
5. How to drill down to the root cause of low performance
6. How to take your listening skills to a new level not experienced before
7. How to evoke "owned" action plans and monitor them moving forward

Delivered by the renowned sales expert Paul Archer, author of *Rapportselling Tales*, *Successful Selling Strategies for Engaging Customers*.

This one day workshop examines both the art and science of the Performance Review and delivers tactical benefits to attendees.

We discover the 1:1 process, self discovery tactics ensuring the salesperson "owns" their current performance. With ownership secured, we then use the FISH model to drill down to the root cause and to determine actions to solve their performance slump.

If ownership is not prevalent, the SPELL model is used to give feedback.

For those salespeople who are excelling, the GROW model is used to build actions around their goals and objectives. The MAP listening technique is used to ferment the salesperson's conversation, taking your listening to a new level.

Background of Trainer

- Blog <http://www.paularcher.com/>
- YouTube Channel <http://www.paularcher.tv/>
- LinkedIn <http://www.linkedin.com/in/paularcheruk>
- Twitter <http://twitter.com/Rapportseller>



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