



Sales Drive and Resilience

Practical strategies to increase your inner motivation, provide direction and to keep going when the sales world gets tough

At the end of the one day programme (including pre-course work), you'll be able to:

- Learn really powerful goal setting and embedding techniques to determine your direction
- Apply these goals to annual and quarterly planning
- Learn a practical strategy to clear your email in box and manage your time with Outlook
- Learn the difference between being "busy" and "productive"
- Apply the time management matrix
- Apply the Pareto principle (80/20 Rule) to time management issues
- Learn how to beat the three most common time wasters
- Deal with interruptions and delegate
- Develop a positive mental attitude and use ambition as the motivator rather than fear.
- Create and sustain a Positive Mental Attitude
- Learn how to manage your own mind. (Do not allow your thoughts or language to become destructive)
- Learn the Success Formula
 - Know your outcome
 - Formulate your best plan in writing
 - Take decisive action
 - Gather and evaluate the feedback.
 - Make progress by continually adapting and evolving
- Use three other motivation and drive models to maintain your sales resilience

Did you know that the most important distinction that separates the successful and the non-successful salesperson is ... Goal Focus?

The salespeople who define exactly what they want, who write detailed plans for achievement, and back those plans with persistence, are far more likely to succeed than those who do not

A content rich one day programme which will equip you to become:

1. More confident to select your goals and targets and have a clear direction
2. More driven towards achievement of your goals
3. Able to handle the peaks and troughs of the sales profession and to become more resilient.
4. More productive but less busy
5. More organised
6. Less stressed
7. More motivated



Call or email now to discuss how we can tailor the workshop for you



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