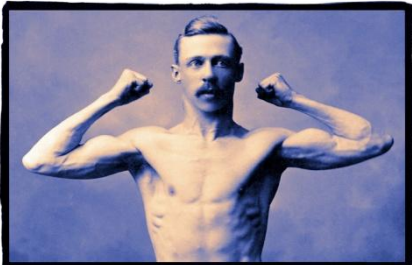


# Handling the Inner Game



Using NLP Techniques liberally, at the end of the workshop you'll learn how to:

- Chunk up your goals to make them compelling outcomes and use Future Pacing to implant these goals into your future timeline
- Examine and question your current beliefs - empowering and limiting - and compare these with top performing sales professionals
- Make these empowering belief changes using Future Pacing techniques
- Develop Resource Anchoring to "arm" yourselves with the resources needed to constantly succeed in sales and develop the right frame of mind for all sales.
- Change your state of mind at will, continue to manage your own mind and not allow your thoughts or language to become destructive
- Utilise Mental Rehearsal techniques
- Develop a positive mental attitude and use ambition as the motivator rather than fear.
- Use the very practical Salesperson's Motivation System (SMS)
- Use the Edison Success Strategy to achieve peak performance
- Kick start your motivation with a personal injection
- Know your success direction for 2010

## Resilience Strategies for Sales Professionals

Sales people of all shapes and shoe sizes need to maintain their drive and resilience against everything that is thrown against them.

This one day practical workshop will help you develop the strategies to win the "*Inner Game*"

The *Inner Game* is a term used by sports psychologists to describe the inner dialogue that determines winners and losers.

- Practical strategies to increase your inner motivation, provide direction and to keep going when the sales world gets tough.
- 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.
- Once the goal is embedded as a compelling vision, sales people need to remain resilient to counter all the threats and challenges thrown at them. It's the Inner Game battle that needs to be won to achieve long term consistent results and this workshop will allow them to remain at the cutting edge of their profession.
- Extensive use of NLP techniques will be adopted in the workshop to help you stay one step ahead of your peers, to manage your state of mind, to fertilise your self esteem and achieve

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



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