



Key Learnings from the Sales Success Level I Program

Identifying the barriers to success in sales – and solutions for overcoming them	
Recognizing the skills, talents and contributions of each participant , and assigning roles and responsibilities to match each person’s natural strengths	
Understanding how different people make decisions and how that affects your ability to sell to them	
Getting input from others on how they perceive you	
Sharing experiences to build trust, cooperation and higher levels of communication	
Learning to recognize and adapt to other personality and behavioral styles to improve customer relationships and increase sales	
Recognizing the sources of stress/conflict/frustration and annoyance with customers and solutions for overcoming them	
Generating ideas to improve the customer experience	
Producing ideas to increase sales or income and how each person can contribute	
Developing programs to encourage larger or more frequent purchases from existing customers	
Generating ideas for helping customers become more successful	
Understanding the people-related and task-related barriers to success	
Exploring the skills, talents and abilities to contribute to the company/team	
Discussing the ways to build respect with customers and clients	
Improving the effectiveness of customer meetings	
Identifying the selling skills that come naturally and those that need cultivating	
Understanding each customer’s risk tolerance	
Discussing future trends your organization may be facing – and how to prepare for them	
Identifying the reasons customers buy your products and services	
Understanding and progressing through a proven model to accelerate customer relationships	
Understanding your natural Inner Genius Sales Style	
Learning the ways to sell to and build relationships with each Inner Genius Style	
Anticipating and overcoming objections	
Creating action plans based upon on the ideas generated from the event to achieve individual, team, and company goals	
Developing, aligning, and clearly defining individual and team goals	
Establishing measurements to evaluate progress toward goal achievement	
Determining the qualities of effective leaders and ways each participant can be a better leader	



Key Learnings from the Sales Success Level I Program

Learning the ways to create a happy, productive and motivated workplace for people with different personality and behavioral styles	
Sharing advice for working better with others	
Getting input from others on how they perceive you	
Understanding and progressing through a proven model to maximize team performance	
Learning how to recognize and adapt to other personality and behavioral styles so that each person can work better with others	
Engaging teams to identifying and solving their own problems	
Taking action on the ideas generated from the event to create individual, team and company goals and actions to deliver results	
Measuring, aligning and achieving individual and team goals	
Progressing through The Four Stages of Team Development	
Delivering the nine step process to accelerate results	
Turning Ideas into SMARTER Goals	