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| Workshop Title               | <b>The Sales Champion Mindset &amp; Attitude</b>  |
| Workshop Duration            | 1 Day   |
| Workshop Description         | <p>It is an undeniable fact that sales skills have to be complemented by the right sales mindset. It is a natural progression and an essential development of a Sales Professional. How often have organizations focused on intensive sales skills training and have neglected “mind training” for its sales staff. In the Sales 2.0 economy, success lies in the sales professional’s ability to think.</p> <p>The Sales Champion Mindset &amp; Attitude workshop focuses on the development of the mind of the Sales Professional. To develop and train the mind to have a razor-sharp focus and structured thinking skills. This workshop will change the way you think about sales. It will guide the new, transform the old and elevate the performer to Sales Champion leagues.</p> |
| Who Should Attend?           | <ul style="list-style-type: none"> <li>All Sales Professionals</li> </ul>   |
| Workshop Learning Objectives | <ul style="list-style-type: none"> <li>Aligning your thought pattern to be sales focused;</li> <li>Leverage on our in-built Mind Power to achieve success;</li> <li>Steps and actions that need to be taken to achieve Sales Champion status;</li> <li>Create an entrepreneurial mode of execution;</li> <li>Develop a positive mindset and outlook in sales life;</li> <li>Develop the mind to produce positive thoughts;</li> <li>Plan a concrete success-building plan;</li> <li>Discover why your thinking power is more important than mere intelligence</li> </ul>  |
| Workshop Outline             | <p><b>Module 1: Understanding the Sales Champion Mindset</b></p> <ul style="list-style-type: none"> <li>Uncovering How the Sales Champion’s Mindset Works</li> <li>10 Reasons Why the Sales Champion Mindset Will Triumph Every Time</li> <li>How is My Mindset? – The Sales Champion Checklist</li> </ul> <p><b>Module 2: The Entrepreneurial Edge</b></p> <ul style="list-style-type: none"> <li>The Main Component of a Sales Champion’s Success – The</li> </ul>  |

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|                             | <p>Entrepreneur Aptitude and Attitude</p> <ul style="list-style-type: none"> <li>• The 5 Key Entrepreneur Relationship Links: Passion, Strategy, Capability, Customers and Resources</li> <li>• “Are you hungry for success?” – Discovering and Recognizing your Compelling Reason</li> </ul> <p><b>Module 3: Develop SMART Targets and Action Plans for Sales Success</b></p> <ul style="list-style-type: none"> <li>• Developing Personal Objectives, Goals and Targets</li> <li>• Develop Action Plans, Measurable Achievements &amp; Time-line</li> <li>• Making Commitments and Seeking Accountability Partners</li> </ul> <p><b>Module 4: Turning Defeat Into Victory and Looking Ahead</b></p> <ul style="list-style-type: none"> <li>• Understanding that Persistency and Consistency Pays</li> <li>• Approaches to Turning Defeat into Victory</li> <li>• Developing a Personal and Professional Strategic Focus and Personal Development Plan in Life</li> </ul> <p>Exercise: Developing your own entrepreneurial business plan and assessing it with the entrepreneurial checklist.</p> |
| <p>Training Methodology</p> | <p>The training methodology will include short high impact lectures, extensive role-plays, exciting games, thought provoking activities, presentations, discussions, idea sharing with continuous evaluation and real-time feedback from the facilitator.</p>  |