

World-Class Sales People The Mindset to Excel



Mindset or Skillset? What matters most to sales performance?
Which do you know more about? What are you investing in?

Who is this workshop intended for?

Sales people at any stage of career wanting to take the next step to go one better.

This workshop's ROI:

- + Sales people committed to excellence
- + Noticeable, significant attitude and behavioural change
- + Individuals who routinely out-perform their competition
- + Sales people who are relentless in pursuit of break-through results

Here's what we know

Latest international research from the fields of positive psychology, brain science and human performance reveals that

- + A high performance mindset contributes more to world-class sale's performance than a high performance skillset.
- + Learning and development can strengthen people's high performance work mindset leading to higher levels of sale's productivity
- + When learning and development activates the executive center of the brain, immediate and sustainable changes in attitude and work behaviour results

Workshop goals

- + Strengthen the mindset of high work performance
- + Overcome internal blockers to challenging sales situations
- + Develop capacity to engage in 'high impact' sales skillets

This workshop presents what international research reveals about the mindset of high performance and how it can be strengthened, also included are: High Performance Mindset Surveys with personalised profile, video presentations with top performers, role-play skill development, case study analyses, small and large group activities.

Participants receive the workshop guide, *The High Performance Mindset at Work*.

Workshop topics

Part 1. 21st Century Selling

- + What sale's winners do differently: What the research says
- + Capital of high performance
- + Architecture of the High Performance Mindset
- + Self-survey and profile. Spot your strengths, opportunities for growth
- + Executive center of your brain

Part 2. The Commitments of Top Performers

- + Commitment to success, others and self
- + Work beliefs that top performers action (self-direction, growth, optimism, high frustration tolerance, creativity, acceptance of others, empathy, respect, support, feedback, positive self-regard, self-acceptance, authenticity, positive focus, healthy living)

Part 3. Mindset Enhancement Strategy and Tactics

- + Self-awareness and self-management (resilience)
- + Upgrading your Mindset Operating System
- + Rational affirmations
- + Coping skills

For more information contact:

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Part 4. Behavioural Strengths of Top Sales Performers

- + Building on your confidence
- + Persistence: The art of will-power
- + Organisation: Goal setting, prioritisation, time planning
- + Getting along: Putting charisma to work

Part 5. Winning Over Adversity

- + Anger, anxiety, feeling down and procrastination
- + The underbelly of mindset: When your mindset lets you down
- + Challenging sales situations: Managing your Zone of Vulnerability
- + Meet the Blockers: anger, anxiety, feeling down and procrastination

Part 6. Achieving Break-through Results

- + The "enhanced" work performance cycle
- + Strengthening commitments
- + Developing behavioural strengths
- + Overcoming blockers
- + Individual Action Plan

Benefits

- + Demonstrating value of high performance and always going one better as a non-negotiable
- + Increasing the capacity to excel in performing 'high impact' sales' behaviours
- + Strengthening of high performance mindset needed to excel in challenging work situations
- + Creating the ability to Identify and overcome 'internal' work performance blockers
- + Expanding self-awareness, positivity, self-belief, perseverance, resilience and effectiveness

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