



**1  
1/2  
DAY**

**WORKSHOP**

# CREATING A HIGH PERFORMING SALES CULTURE

This **half day** workshop will ensure the participants elevate their learning to what really matters in business – **peak performance**.

## WHAT MAKES THIS DIFFERENT?

Participants will take away practical skills by shifting the way they think about what appears to be 'difficult' in their role today. At the intersection of the **brain, behaviour and business** is where change happens. Whether it's discussing money or leveraging relationships, this workshop is a game-changer.

## KEY FOCUS

1. Gain greater levels of self-awareness and influence as you develop into a higher performing sales professional
2. Identify the difference between your 5 mindset competencies, your 7 skillset competencies and the 5 hidden DNASET competencies that continually sabotage salespeople
3. Understand that mental readiness in today's high paced, high stressed world is a key factor and learn how to strengthen it for maximum impact
4. Identify your beliefs around money and how they impact your tendency to discount and not sell value
5. Discover why you feel some questions are 'too hard' to ask, why you don't like to qualify prospects, why closing them is awkward
6. Find out to stop 'think it overs' and engage with prospects that tend to think it over

If you don't know what influences you as a seller, then how will you ever know what influences your buyer.

## WHO WILL BENEFIT

- Salespeople who aspire to become higher performing professionals
- Salespeople who tick all the hard skills boxes yet may have difficulty in holding margin, discussing money or being more commercial
- Salesleaders that want to coach their team more effectively

## INVESTMENT

\$2,950 per half day

## VALUE RECEIVED FROM 'BOOTS ON THE GROUND'

*Bernadette McClelland and the team at 3 Red Folders has a realistic outlook towards sales and methods of how to create a positive and successful culture within the sales team. I have found them extremely motivating and their exceptional experience and ability combined, is guaranteed to bring success in any business. Kyle Mclean, Sales Operations Manager at Parc Supplies*

***Kyle Mclean, Sales Operations Manager at Parc Supplies***

**Book Your Team's Next Masterclass Workshop Today on +61 3 9746 2171**