

Think UP for Sales Success

> Master the sales mindset



OBJECTIVE

Sales success is underpinned by resilience and optimism. This workshop will assist you in exploring the power your attitude, habits and thoughts have on your energy, focus and results.



Workshop Duration > 1 day

OUTCOMES

At the end of this workshop you should be upskilled to:



ALIGN YOUR ATTITUDE FOR SALES SUCCESS

- > Build a winning sales attitude
- > Explore key areas which distinguish a great sales person from an average sales person
- > Implement techniques to set yourself at the top of your game
- > Get into the 'zone' before sales activity
- > Build result driven sales disciplines into your everyday

POWER UP YOUR ENERGY PEAKS AND MINIMISE YOUR TROUGHS

- > Explore your energy peaks and troughs on an average day
- > Activate strategies to sustain energy and minimise energy troughs

THINK UP FOR RESULTS

- > Explore 'Your Reality Cycle' - investigate the power your thoughts have on your feelings and actions
- > Discuss our 'internal dashboard' and why it's important to take note and act on its messages
- > Connect how our moods and emotions affect our selection and the quality of our actions
- > Keep a realistic and positive outlook on events and transform issues into opportunities
- > Do a reality check - what happened, what did you make it mean and what is it costing you?
- > Examine your focus and identify what you spend your time thinking about
- > Target unhealthy habits to achieve your goals

BOUNCE REJECTION

- > Understand that rejection is a natural part of the sales cycle
- > Analyse the relationship between what happens in your day and what you make it mean
- > Discuss techniques to deal with rejection

ELEVATE YOUR EMOTIONAL INTELLIGENCE IN THE WORKPLACE

- > Utilise over 40 'responding techniques' to maintain control
- > Own your emotions and the role you have in every encounter

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RESILIENCE

WORKSHOP OUTLINE



Training Techniques > This workshop is highly interactive involving uplifting individual, paired and group exercises. Discussions, case studies and brainstorming sessions ensure a practical edge and put theory into practice.



Pre-work > For the best traction and engagement participants complete a pre-work assignment. This analysis of workplace situations is intended to be thought provoking and a great foundation for the training. Pre-work allows us to hit the ground running at the workshop with real-life information.



Follow Up > Each participant will create an action plan to ensure continued self-development in the workplace and the greatest gains for the organisation.

PARTICIPANT FEEDBACK

What has this workshop given you?

- > *Today's learning will really help me move forward and work on my moods so I become a better sales person*
- > *I wasn't sure what to expect coming into this, but found it thoroughly beneficial - not just the content, but also the way it was delivered i.e. interactive and progressively pushing outside of comfort zones*
- > *This was very important, it has made me think about issues we have and given us a solution for these issues*
- > *Great topics for moving the sales team into current sales approaches*
- > *Content was obviously designed to challenge in a positive manner. We should all want to be a little better everyday*
- > *Extremely helpful to understand myself and what I need to do to succeed*
- > *Great motivator and learning of techniques – new skills and old ones to polish up on*
- > *Practical and relevant*

