



The **B·E·S·T** Sales Management Program

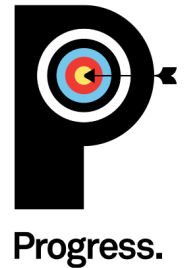
‘Inspiring and motivating teams to work cohesively together and continuously improve their performance’

Are you responsible for managing sales teams in a dynamic competitive environment? Do you need to coach and lead your people to ensure new personal bests are achieved? Is it important to you to retain your best people while keeping them committed and motivated to your goals and targets?

If you are looking to improve your performance in these key areas of sales management, you need the BEST Sales Management program. The word BEST is a mnemonic for the four essential steps in the BEST Sales Management System. Once learned, they are never forgotten. They can form the basis for valuable coaching, for useful self-measurement and for realistic quality assessment. The BEST Sales Management program is devised especially for managers, coaches and team leaders in conjunction with various industry experts, to enable them to effectively build the performance of their sales teams.

Our Proven Program includes:

- The Key Success Areas of successful sales management
- The results/people balance
- Organisational and personal goal setting
- Values alignment and orientation for team achievement
- Team generated solutions
- Strategic communication skills
- The BEST Coaching System
- STRETCHING your team for new personal best's
- Giving constructive feedback, guidance and direction
- Goals based time management



Why Progress Training Works

Progress Program Design and Methodology

This program can be conducted as an intensive one day workshop, or it can be integrated with the BEST Leadership Development program with scheduled follow-up sessions to de-brief and coach for full support in shifting both personal and organisational behaviour.

At Progress Training Systems we undertake extensive briefings and orientation activities with clients to ensure we understand your corporate culture, terminology and procedures. We conduct diagnostic evaluations to enable us, in partnership with you, to tailor and customise the selected program to suit your organisation's style, services and other development activities.

In our own experience, a lot of time and money can be wasted on development programs that don't work. We want to achieve results, for our clients primarily - but also for our own satisfaction, reputation and referral business. We know that the only effective behavioural change occurs over time, with good on-the-job coaching and support. We work hard to create clarity of role and purpose, to define and impart skills through practical and memorable systems, and to ensure a lasting legacy that continues to achieve results long after we have left. Within client parameters, we build our programs on our own fundamental Progress Training Systems principles and philosophies.

Our programs are lively, interactive and enjoyable, providing valuable discovery - learning processes in a secure and friendly environment.

For further information on ways that Progress Training Systems can help your organisation Progress further, call today on +61 29527 2280 or email admin@progress.com.au