



## ***Sales Team Analysis & Development***

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ThrivingSales.com ***guarantees measurable results*** in the efficiency and effectiveness of your team. You will experience sales activity increases of 20 percent or more during the course of the program. These measurements will be set according to your key performance indicators.

We consistently achieve these results due to our ***Integrated Development Process***:

### **ASSESSMENT:**

- Individual and group assessment to ensure the content meets the needs of the participants, and leads to improved participation.

### **DEVELOPMENT:**

- Program content will be customized to meet the exact needs of your team. Each part of the methodology includes a personal action plan to immediately integrate each workshop into their client meetings for faster results.
- There is a high degree of accountability to learn, implement their learning, monitor and feedback their new techniques that will remain long term behaviours.

### **REINFORCEMENT:**

- Follow up sessions allow participants to report their monitoring of activities and gain coaching insights from other participants and the facilitator in order to fine tune their process.

### **BENEFITS OF THE PROGRAM:**

- Impact sales activities within the next quarter.
- Never hire a bottom performer again – only *superior* performers.
- Improve the engagement and productivity level of your sales team.
- Capture more business within current and new client accounts.
- Re-vitalize your leadership team.

Contact: Susan Hanson, President, ThrivingSales.com  
[shanson@thrivingsales.com](mailto:shanson@thrivingsales.com) 905-825-2907

Take a ***Complimentary Sales Team Analysis Survey*** at [www.thrivingsales.com](http://www.thrivingsales.com)