



SELLING FOR RESULTS™

An advanced program that teaches salespeople the impact behavioral differences have on their relationships with customers.



PROGRAM DESCRIPTION

The *Selling for Results* program teaches salespeople how to master interpersonal skills through focused discussions, evaluating scenarios on video and participating in immersive exercises to become comfortable applying the concepts.

- Highly engaging program combines content with skill development
- Builds an understanding how each SOCIAL STYLE prefers to interact
- Interactive exercises help salespeople apply what they've learned
- Salespeople receive feedback on how others see their Style & Versatility
- Develop a plan to improve relationships with customers and internal teams

Delivery: In Person or Virtual
Duration: 5-6 hours (or 3 sessions)

1st Session: 2 Hours
2nd Session: 1.5 Hours
3rd Session: 2 Hours

WHAT'S INCLUDED:



PROFILE REPORT

Multi-Rater SOCIAL STYLE & Versatility Assessment

This online multi-rater assessment measures a person's SOCIAL STYLE and Versatility with feedback from others and is an integral part of the training experience.



TRAINING MATERIALS

Selling for Results Participant Workbook

This interactive digital workbook is used to help explain key program concepts and helps put them into practice through the exercises contained in the materials.



APPLICATION TOOLS

SOCIAL STYLE Navigator & Passport

Explore these online tools that help people apply SOCIAL STYLE to real-world scenarios and see how Style would be seen in another country.



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