



## **ProActive™ Sales Management**

### **Do you want to:**

Discover the essential keys to a great, impactful and persuasive presentation that most sales presentations lack?

Develop a great phone, WebEx, or live presentation?

Get your prospects involved so you're not just speaking at them?

### **About**

Enterprise selling is more challenging than ever. Longer sales cycles. Shorter budgets. More complex product offerings. Fragmented distribution channels. As a leader, you may be feeling more pressure than ever. We can help you rethink the old ways, eliminate what doesn't work, and improve on what does.

Our portfolio of customized sales leadership training programs for your sales organization centers on the ProActive Management theories that have been taught successfully to thousands of companies and managers over the last 15 years. If you're looking for bigger and better performance from yourself, your management team and your sales force, contact us. Our customized training programs will engage your team, create a ProActive culture, and will improve the productivity and profitability within your sales organization.

To consistently exceed quota and hit results, your salespeople need to keep learning and adapting. Likewise, you need to keep pace with your sales leadership. Our portfolio of customized sales leadership training programs center on the ProActive Management theories that have been taught successfully to thousands of companies and managers over the last 15 years.

### **Key Topics**

- Manage your team and its individual players more effectively
- Turn A players into A+ players
- Manage the process and not just the people
- Motivate everyone (yes, they do need it)
- Deal with failures quickly and learn from them
- Forecast more accurately
- Reduce energy-sapping paperwork



- Be a master communicator and coach

**Also includes ample case studies, ProActive compensation guidelines, thoughts on territory planning and successful sales meeting guidelines**