

PROGRAM'S PURPOSE:

Participants will leave with a sustained strategic and tactical action plan for managing and leading a successful sales force, and a greater understanding of how to find, engage, grow, and retain business.

SUNDAY, FEBRUARY 2, 2025

2-5 PM EST

Managing & Leading Winning Sales Professionals & Teams

- **Trajectory Code Modeling** – The difference between success and failure with your team is what psychology calls the 1%-Factor, we will discuss the model, create language and share with you the 5-behaviors to sustained winning.
- **WP x F = ROI** – Understanding of how to assess the Essential 6-Core Selling Activities your sales team needs to execute for peak performance and how to coach that sequence.
- **All-Star Player Index** – What does an All-Star Sales Professional DNA look like; how can you find it, coach it and empower it for success.
- **Player Capability Index** – How do you find this talent, coach this talent, develop this talent, incentivize this talent, and unleash this talent? Learn this powerful HR industry matrix to accomplish exactly that and more, mentoring and succession answers become very clear here.
- **Management L-Grid Analytics** – What do you do every day with your talent and how best should you engage them? Learn the 6-managerial leadership engagement styles, learn what they are and how to best execute each with your team; Using the L-Grid analytics you can assess each member of your team in real time to understand where your human capital is and how best to get the highest performance level from each individual.
- **Relationship Cube** – How do you keep your talent? We will end the program with exploring, discussing and coming up with action insights to building long term healthy relationships with our Teams and Customers through this insight 4-sided model.