

SALES EXCELLENCE: THE ART OF PERSONAL SALES LEADERSHIP



Sales Course

LEARNING OUTCOMES

- Learn to identify the tasks and priorities that deliver the greatest results, both in your work and personal life, so you focus on what really moves the needle.
- Master strategies to handle competing demands on your time efficiently, making sure nothing urgent or important slips through the cracks.
- Move away from constantly reacting to crises and interruptions, and start proactively managing your time for better personal effectiveness.
- Gain techniques to boost your team's productivity and ensure their time and efforts align with overall business priorities.
- Apply best practices for handling email, voicemail, and other incoming information, so you reduce overload and stay in control.

COURSE OVERVIEW

In today's fast-paced, digital world, there never seems to be enough time. Traditional time-management strategies—focused on prioritization and urgency—just don't cut it anymore. For sales professionals, where every second matters, you need a system that works. This workshop shifts the focus from simply "managing time" to identifying and controlling the things that steal it. Attendees will learn how to take back control, focus on what truly drives results, and spend their energy on the activities that make the biggest impact.

TOPICS COVERED IN THIS COURSE

Adapting to the New Reality

Learn to navigate the modern challenges of increased demands and limited resources and develop strategies to stay effective without feeling overwhelmed.

Red-Blue-Black: Planning Personal Capacity

Discover the Red-Blue-Black framework to assess your workload, prioritize effectively, and balance energy with effort to maximize productivity.

Doing What Matters Most

Identify your core values and align your daily actions with what truly matters, ensuring that your time and effort reflect your priorities.

Getting Down to It: Goal Setting

Set meaningful, achievable goals that drive personal and professional growth while keeping you focused on high-impact outcomes.

"Mind Like Water"

Cultivate a calm, focused mindset to stay productive under pressure, respond to challenges effectively, and avoid reactive behaviour.

Million Dollar Tasks

Learn to prioritize tasks that have the greatest impact on your success, focusing on managing your attention and energy rather than just your time.

Highest Intent: Effective Negotiation

Master techniques for negotiating and communicating in a "win-win" manner that maximizes outcomes for you and others.

Think and Grow Successful

Embrace lifelong learning and continuous self-investment as a key driver for long-term personal and professional success.