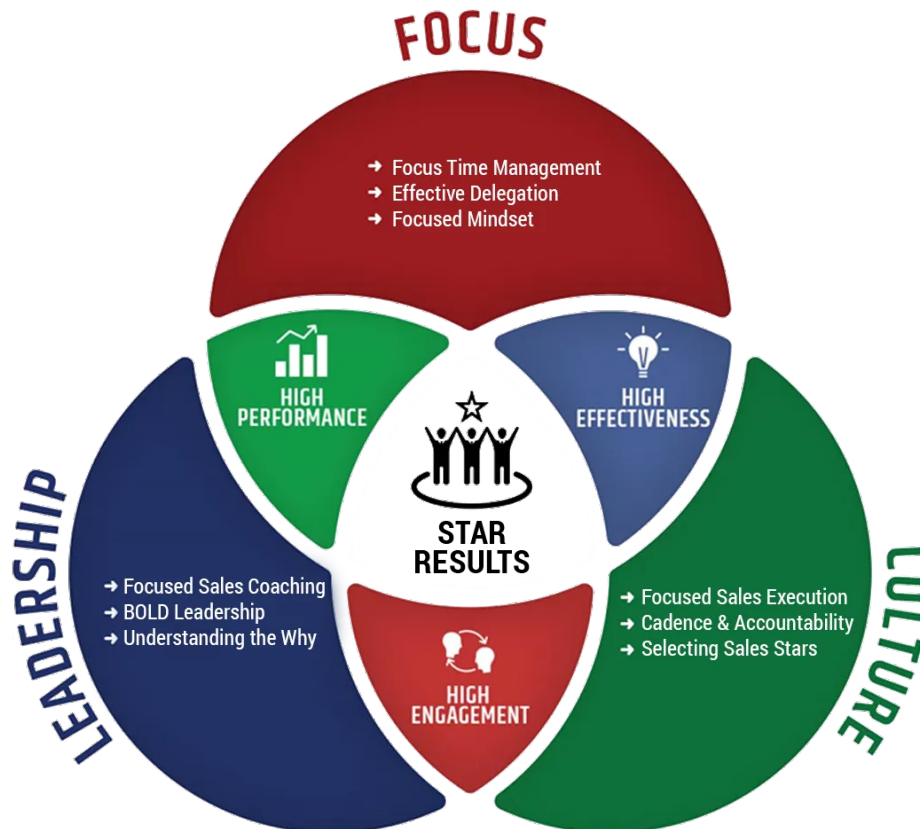


## STAR Sales Manager Development Program

### Transform Your Sales into Great Sales Leaders

Introducing the STAR Sales Manager Development Program, supported by authentic, focused, and experienced 1:1 coaching. Sales leaders who have embraced our program witnessed a remarkable 20%+ increase in sales revenue and a significant improvement in team engagement.



## **FOCUS**

### **Focus Activity Management**

Discover the FOCUS Activity Management Workshop: transformative approach to improving productivity. Prioritize results-generating activities, eliminate time drains, and harness effective time management for superior sales outcomes. Master your 24 hours for better results in fewer hours.

### **Effective Delegation**

Unlock the power of Effective Delegation in our workshop. Learn to entrust tasks confidently, empower your team, and amplify productivity. Harness the true potential of leadership by mastering the art of delegating the right way.

### **Focused Mindset**

Focused Mindset workshop tailored for sales leaders: hone mental clarity, conquer distractions, and amplify sales prowess. Equip yourself with strategies to maintain a laser-focused vision, driving both team performance and personal sales achievements.

## **LEADERSHIP**

### **Focused Sales Coaching**

Unlock unparalleled sales performance with Focused Sales Coaching™. Master a proven five-step process tailored for sales managers and evolve from just managing to effectively coaching your team. Transform struggles into consistent success and become the sales leader you're meant to be. Results-driven, game-changing, and impactful.

### **Understanding The Why**

Dive deep into the 'Tapping into the Why' workshop and unearth the secrets of sales rep motivation. Transcend beyond external factors and discover the transformational power of internal mediators. Recognize, understand, and harness each rep's 'why' to foster a sustainably driven sales team. Motivation redefined!

## **Bold Leadership**

Unlock Success: Embrace BOLD Leadership in a Post-COVID World. Navigating uncertainty, fostering resilience, and embracing digital transformation are the core tenets of our workshop. Learn how to inspire your sales teams, drive innovation, and achieve exceptional results in today's dynamic business environment.

## **CULTURE**

### **Focused Sales Execution**

Dive into the 'Focused Sales Execution' workshop for sales leaders. Address execution challenges, align your team for success, and amplify sales performance. Through a structured 3-step approach, we streamline strategy, enhance leadership skills and ensure sustained plan tracking. Transform your sales trajectory and unlock unparalleled results.

### **Proactively Managing Performance**

Master the art of management cadence, optimize meeting discipline, enhance review efficacy, and address sales rep performance. Acquire tools to effectively strategize the next six months, elevate performance standards, and confidently communicate with senior leadership. Navigate your team to excellence."

### **Hiring Sales Stars**

Navigate beyond traditional hiring, adopting a systematic approach to spot sales superstars. Discover the science behind recognizing inherent sales traits, refining interview techniques, and enhancing predictor accuracy for sales success. Elevate your team's potential and sales prowess.