



## Sample Deliverables - Sales Development

DELIVERABLE	DETAILS																		
8-11 Development Sessions	The group of participants will meet weekly for 8-11 weeks. Each session will be approximately 2-3 hours in length. This process enables participants to “develop” since they will have application and practice time between sessions. Each session will end with specific goals to be accomplished by the next session.																		
3 Follow-Up Sessions	The group will meet quarterly for the 3 quarters following the last session. Participants will present progress reports on their individual and organizational goals. When needed, additional content may also be part of these sessions.																		
Audio Cassette/CD Series	<p>16 chapters of program content in audio form enables the participant to have multiple exposures to the content between sessions allowing the sessions to be hands-on and application oriented. 5 exposures during the week between sessions results in content retention in excess of 60%.</p> <p>Content includes:</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 33%;">Success in Sales</td> <td style="width: 33%;">The Buying/Selling Process</td> <td style="width: 33%;">Your Personal and Professional Growth</td> </tr> <tr> <td>Prospecting Fundamentals</td> <td>Planning Your Success Part I</td> <td>Prospecting: Advanced Techniques</td> </tr> <tr> <td>Communication Skills</td> <td>Getting Appointments</td> <td>Planning Your Success Part II</td> </tr> <tr> <td>The Introduction</td> <td>Gaining Favorable Attention</td> <td>Discovering Wants and Needs</td> </tr> <tr> <td>Building the Case for Action</td> <td>Presenting Benefits and Consequences</td> <td>Getting Commitment and Follow Up</td> </tr> <tr> <td>Overcoming Obstacles for Success in Sales</td> <td></td> <td></td> </tr> </table>	Success in Sales	The Buying/Selling Process	Your Personal and Professional Growth	Prospecting Fundamentals	Planning Your Success Part I	Prospecting: Advanced Techniques	Communication Skills	Getting Appointments	Planning Your Success Part II	The Introduction	Gaining Favorable Attention	Discovering Wants and Needs	Building the Case for Action	Presenting Benefits and Consequences	Getting Commitment and Follow Up	Overcoming Obstacles for Success in Sales		
Success in Sales	The Buying/Selling Process	Your Personal and Professional Growth																	
Prospecting Fundamentals	Planning Your Success Part I	Prospecting: Advanced Techniques																	
Communication Skills	Getting Appointments	Planning Your Success Part II																	
The Introduction	Gaining Favorable Attention	Discovering Wants and Needs																	
Building the Case for Action	Presenting Benefits and Consequences	Getting Commitment and Follow Up																	
Overcoming Obstacles for Success in Sales																			
Text	Exact same content as audio series with assessments at the end of each chapter for reinforcement of content. The text also serves as a reference guide.																		
Action Planner	<p>Self and Organizational Evaluation Sections include:</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 33%;">Dream Inventory</td> <td style="width: 33%;">Mental Development</td> <td style="width: 33%;">Social Development</td> </tr> <tr> <td>Physical Development</td> <td>Financial/Career Development</td> <td>Family Life Development</td> </tr> <tr> <td>Ethics &amp; Beliefs Development</td> <td>Setting Goals and Establishing Priorities</td> <td>Goal Planning Sheets</td> </tr> <tr> <td>Organizational Goals Program</td> <td>Productivity</td> <td>Sales Skills</td> </tr> <tr> <td>Time Management</td> <td>Goals Summary Sheets</td> <td>Goals Accomplished</td> </tr> </table>	Dream Inventory	Mental Development	Social Development	Physical Development	Financial/Career Development	Family Life Development	Ethics & Beliefs Development	Setting Goals and Establishing Priorities	Goal Planning Sheets	Organizational Goals Program	Productivity	Sales Skills	Time Management	Goals Summary Sheets	Goals Accomplished			
Dream Inventory	Mental Development	Social Development																	
Physical Development	Financial/Career Development	Family Life Development																	
Ethics & Beliefs Development	Setting Goals and Establishing Priorities	Goal Planning Sheets																	
Organizational Goals Program	Productivity	Sales Skills																	
Time Management	Goals Summary Sheets	Goals Accomplished																	
Phone/Email Consultation	Unlimited phone/email consultations with facilitator during the entire process.																		

## Sample Deliverables - Sales Development (cont.)

DELIVERABLE	DETAILS
Concept Application Through Goal Setting	The group will focus on the implementation of key concepts as they apply to each participant, by developing written goals with measurable action steps.
Critical Issues	Each participant will identify 3 critical issues within the organization and develop comprehensive action steps for each issue.
Productivity Assessment	The group will analyze current productivity followed by measurable goal setting.
Self-Concept Profile	Each participant will analyze current confidence and comfort levels with self, and create steps to be taken if improvement is desired.
Personal Vision	Each participant will develop a vivid mental picture of his/her future direction..
Sales Skills Assessment	Each participant will analyze his/her current sales skills with specific attention on areas where improvement is needed. One on one coaching will be available.
Time Management Analysis	Each participant will analyze his/her personal time management ability followed by goal setting where improvement is needed
Communication Assessment	The group will discuss the current communication “state” and its impact on others.
Measurable Results	The process is customized and tailored to achieve the measurable outcomes set by each specific client.