

Sales Leadership Training

Non-Verbal Communication for Sales Managers

Sales managers balance strategic thinking with sales goals while working to develop their people. Time pressure and the focus on numbers that make a top producer can push development of sales people to the back burner.

This program provides a flexible template for developing the specific skills and understanding *your* people need. Applied non-verbal communication helps managers implement change so their people feel good about it and commit to improvement. When the people improve, business improves.

Each participant builds a customized annual program for their group.

This program is offered as a break out, half or full day workshop.

Program Elements

- annual sales program
- needs assessment
- training agendas
- developing skills
- building understanding
- key accounts/segments
- growth strategies
- how to keep people from job hopping

Leadership Skills

- projecting confidence
- thinking like an owner
- increasing commitment
- making attitude a job requirement
- running an effective meeting
- getting real without getting personal



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