



PROFESSIONAL SALES MENTORSHIP

**Today's Sales Students.
Tomorrow's
Sales Leaders.**

Sales can be the highest paying hard work and the lowest paying easy work. If you are struggling with motivation, stress, making your numbers or just can't seem to catch a break, The Sales Coaching Institutes Sales Mentorship Keynote/Workshop will help you improve your areas of weakness and your overall sales process.



Why Do You Need This Program

In this digital age where most "human contact" involves looking into a screen, it is understandable that most people feel disengaged and isolated. Therefore, we must not let ourselves fall prey to separation. We must continue to foster relationships that provide support and hope.

We must transfer our knowledge and power so that solving client's business problems matches our presence in all other endeavors. We are much more likely to succeed as friends than as detached individuals or worse yet, foes.

Sales is the closest career related to contact sports. The Sales Coaching Institutes sales leadership mentors and coaches will teach you how to play the game of selling like a seasoned sales professional. You will learn, but more importantly, you will be held accountable.

Our sales mentorship keynote/workshop is process orientated. Throughout the program your group will follow up on key areas of a results driven sales process. By doing this, we are able to keep track of your progress & your setbacks. We take the time to investigate, research, and respond with action orientated solutions that **WILL** solve your toughest sales related challenges



We are a reflection of the success you and your group will receive while engaged in our sales mentorship keynote/workshop.



Program Benefits

- ✔ A complete step-by-step program anyone can follow & implement
- ✔ An experienced & successful mentor/coach that **WILL** hold your group accountable
- ✔ An inexpensive way to use and leverage a mentorship program
- ✔ Discover new ways to get involved in other mentorship programs
- ✔ Increase sales by building new pipelines that are constantly feeding your funnel
- ✔ Leverage social media to build your network and feed your pipeline
- ✔ Learn every single aspect of your product and services
- ✔ Understand the importance of mentor's
- ✔ Know your competitors better than they know themselves
- ✔ Use our sales force audits to pin-point your strengths and weaknesses
- ✔ Learn how to dodge time-wasting prospects that don't have need, desire, financial capacity or authority.
- ✔ Learn and be held accountable on how to delegate your time properly.
- ✔ Learn what areas you need to focus on the most and put a great effort towards improving those specific skills or actions.



Attendees Gain Access to the Following Learning, Training & Educational Material

- Gain access to The Sales Coaching Institute's online sales training **LMS (Learning Management System)**.
- Gain access to over 19 executive sales & marketing White Papers
- Receive 2 **FREE** eBooks authored by The Sales Coaching Institute's CEO, Doug Dvorak

Ensure Your Team Stays Ahead of the Pack!



Optional Ongoing Reinforcement Mentorship

- Ongoing weekly motivation, inspiration and organizational orientated calls/video conferences with your sales mentor to **keep you moving forward**.
- Two scheduled sales mentorship program meetings 2 times per week (45-minute training sessions) followed by 15-min Q&A. Up to 5 people are allowed to attend.
- Accountability. Our mentors will keep track of your sales assessments, agreements, commitments, processes, and more.
- **WARNING: You will be held accountable!**

** cost is determined by the number of individuals who participate in the ongoing reinforcement training*

Upgrade Your Team's Sales Game

As we previously stated, sales is the closest career related to contact sports. You will get knocked down, and we will provide you with the motivation and inspiration to get back up. A bad month should never turn into a bad quarter, our sales mentors ensure that doesn't happen.

You wouldn't expect an athlete to make it to the Olympic games without a coach, would you? Our professional sales mentorship program is one of the most successful and results driven services we offer.

Along the way, you will learn the many stories of my own personal experience with mentors and mentorship programs. I have been involved in several mentorship programs and I currently mentor both youth and executives in the areas of sales leadership and digital marketing. You will learn how this has impacted my life in the most amazing ways and you will walk away with a life lesson you will never forget!

A Word from Our CEO

Doug Dvorak



The Sales Coaching Institute

PRODUCTIVITY TRAINING FOR SALES AND SALES MANAGEMENT