



Sales Coaching and Mentoring Program – The full program contains:

- A complete 12 month coaching and mentoring plan for your team – ready for you to implement TODAY.
• A complete field coaching system, covering step-by-step methods to maximise sales success with your individual sales team member.
• A guide to conducting quality sales meetings – with focus and flair.
• A set of resources and tools for ongoing skills development of your sales team.
All sent to you in an attractive binder plus on a DVD, enabling you to print templates and tools as you require.

Also included on the DVD - \*Amazing value\*

- > The Consultative Account Management Sales Training Program
• Leader's Guide
• Resource materials – 24 Steps to Sales Success
• Workbook for participants
• Train the Trainer Guide
• PowerPoint presentation – 24 Steps to Sales Success
• All licensed for you to print and distribute to your team!
> Leadership Excellence – 50 ideas and articles to inspire you!
> 'Sales Champions' special PowerPoint presentation featuring Muhamed Ali
> CopyLink – the Sales Manager's complete copy writing resource for sales letters, proposals and marketing
> Exclusive membership to the Sales and Service Momentum E.Resource Centre and Library – over 50 tools and articles, more added each month. A 'gold mine' of information.

Total fee (inclusive of gst) \$297.00
Postage and handling (Australia) 12.50

Total due: \$309.50

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[checkbox] Cheque enclosed or [checkbox] charge my credit card or [checkbox] invoice us

Program will be despatched upon receipt of payment (a tax invoice/receipt will be issued). Please allow 3-5 working days for receipt of the Sales Coaching and Mentoring program.

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If sending a cheque, please make payable to: Sales & Service Momentum
And post to PO Box 4072, East Doncaster, Vic, 3109

For further information contact Maree Smith on (03) 9840 2966 or email sasemo@bigpond.net.au.