



1. Why do 20% of salespeople outsell the rest?
2. What causes one new hire to struggle while others achieve extraordinary results?
3. How can a sales representative who has plateaued get back on track?

What are the real causes of sales success? With strong product knowledge being a given, most sales managers and leaders agree, the things that separate high performers from others are often related to internal drive and motivation. The question then becomes – how do you tap into these “internal” motivators?

Achieve!™ challenges sales professionals to expand the attitudes and beliefs that drive high levels of sales success. A highly interactive six-hour seminar introduces 4 Traits of Highly Successful Salespeople – including Strong Goal Clarity, High Achievement Drive, Healthy Emotional Intelligence and Excellent Social Skills. A self-discovery process increases awareness of individual strengths and weaknesses, and drives peak performance through setting personal & professional goals, accountability for application, and supportive coaching by managers.

Participants in Achieve!™ will learn to:

- Build Belief in Their Abilities
- Set and Achieve SMART Goals
- Release Achievement Drive
- Sharpen Emotional Intelligence
- Develop Social Skills
- Overcome Emotional Barriers

Assessment-driven and supported by technology, Achieve!™ is more than a motivational training program. A highly structured six-week follow-up course, guided by state of the art Navigator software, drives self-directed application. Participants receive a weekly progress report and coaching suggestions, based on information gathered by the software. Managers reinforce application and celebrate successes through field-based reinforcement and weekly teleconference calls.

Results

As a result of investing in Achieve! your organization will:



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