



Key Note Address	Staggered Workshop	One Day Workshop	Cultural Change
<p>Delivery:</p> <p>50 to 90 minute powerful keynote motivational presentation tailored for your organisation and focused on your top business issues. Large groups of consultants, partners and management</p>	<p>Delivery:</p> <p>Four x 2 hour workshops over four weeks using live opportunities from own sales funnel. Groups of less than 20 and typically from one focus area</p>	<p>Delivery:</p> <p>Full day presentation with focused workshops using live opportunities from your own sales funnel. Best with groups of 20 or less from one focus area</p>	<p>Delivery</p> <p>90 days online coaching program with final on-site refresher. This is a 'one on one' support program for workshop participants</p>
<p>Topics:</p> <p>Focus on importance of key sales activities and removal of the FEAR of prospecting. Lots of relevant stories and humour outline modern sales process. We compare consulting to sales. Key skills introduced are:</p> <ul style="list-style-type: none"> § Prospecting § Questioning § Qualification 	<p>Topics:</p> <p>Real life opportunities are work shopped</p> <ul style="list-style-type: none"> § Buy – Sell cycles § Consulting vs. Selling § Prospecting § Networking § Questioning § Uncovering value § Time management § Self Development Plan 	<p>Topics:</p> <p>Real life opportunities are work shopped</p> <ul style="list-style-type: none"> § Buy – Sell cycles § Consulting vs. Selling § Prospecting § Networking § Questioning § Uncovering value § Time management § Self Development Plan 	<p>Topics:</p> <ul style="list-style-type: none"> § Agreed with each participant. § 12 weeks of focused telephone and email support to embed learning into everyday life
<p>Tools:</p> <ul style="list-style-type: none"> § Presentation notes 	<p>Tools:</p> <ul style="list-style-type: none"> § Presentation Notes § Licence to use Action Plan software § Sales Process 	<p>Tools:</p> <ul style="list-style-type: none"> § Presentation notes § Licence to use Action Plan software § Sales Process § Worksheets 	<p>Tools:</p> <ul style="list-style-type: none"> § Ask the coach § 90 day refresher course § Games & Resources for team meetings
<p>Typical Fees:</p> <p>\$4,500* per presentation</p> <p>Variable preparation time</p>	<p>Typical Fees:</p> <p>\$4,500* for 10 user licence</p> <p>\$180* licence per attendee over 10</p>	<p>Typical Fees:</p> <p>\$3,750* for 10 user licence</p> <p>\$180* licence per attendee over 10</p>	<p>Typical Fees:</p> <p>\$1,495* per participant</p>

*Note: Expenses will be added at cost. GST is added at the time of invoice for services delivered in Australia

