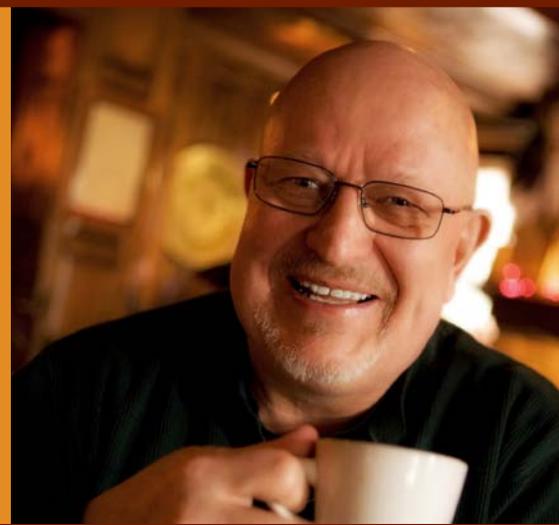


The Poole Consulting Group LLC
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215-258-3405 – Office
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Sales Coaching Program

All video teleconferencing requires you to have or have access to:

- A web cam (web camera)
- A microphone and speakers, or a headset with a microphone

Whether you're new to sales, or a seasoned pro, we recommend that you begin your coaching program with a minimum of 3 sessions for best results.

Each session lasts approximately 45 minutes once a week for three weeks. This gives you time to think about what you've learned as well as what you'd like to learn. Bob Poole is your personal coach and trainer for each session.

Sales is all about being face-to-face as often as you can, so our coaching is conducted via Skype. We are experimenting with a new type of video conferencing room that will allow Bob to coach more than one person at a time so your entire sales team, or just a sales manager and salesperson can benefit from Bob's coaching as well.

Coaching Benefits

Change begins from the inside out. Because we focus on values and ethics and teach principles and not techniques your sales skills change inside where it counts most.

Those internal changes result in external behavior changes and an increase in your sales abilities. Benefits to sales coaching include:

- Helping you deal with negative emotions related to selling
- Learning easily through a process that will not cause cognitive dissonance on the part of the salesperson.
- A proven process that teaches you how to listen more before you sell.
- Self-customized coaching
- Feedback and follow-up to ensure your questions are answered throughout your learning process
- Decreased "Call reluctance" and fear
- Being able to close sales you previously missed
- An understanding of your customer's buying style that allows you to present, close and sell better than you ever believed possible
- Learning how to build genuine, long-term relationships that lead to higher average sales.
- More confidence, more sales and more fun engaging in the selling process

Progression of Sessions

Assessment Session:

- During your first session Bob will assess your current sales skills and develop a profile that will help him coach you. During this session you and Bob will learn more about your sales strengths and the areas where development will strengthen or expand your skill set.
- Buyer styles are the secret to great sales, but if you don't know how to read and respond to them you'll walk away from sales you could have made if you'd known how to sell to their style. Bob will help you learn the buyer styles that will mesh with your style and explain those that will pose a challenge.

Next Three Sessions:

The goal of the assessment and your three initial coaching sessions will be to increase your confidence and skills, as well as introduce you to several key concepts in buyer and seller's styles. We want to work to help you get a return on your investment.

You are also encouraged to submit questions at any time via email, which Bob will answer.

Once he has assessed your current skills, identified your buyer/sales style, and determined where your potential is and what your goals are, over the next three sessions Bob will:

- Work with you on the areas where you feel you need the most help, whether it's sales in general, buyer/seller social styles, or the use of technology and social media to expand your market.
- Coach you on upcoming sales calls and/or review past sales situations to determine how you did, how you could repeat successes and what you can learn from your failures.
- Address any and all areas of the sales process to determine which area(s) needs your focus the most and how you can improve or strengthen that area.
- Explore, review and explain how to maximize your efforts in any area of the sales process from Prospecting to Asking for a Decision.

After you have completed the three sessions you will have the option to continue with weekly coaching for as long as you feel it is of value to you. Sessions may be purchased in packages of 4, 8, and 12 sessions. All sessions are payable in advance.

What it Costs:

The fee for the sales assessment session and your three coaching sessions is \$400.

Additional sessions are:

4 Sessions	\$450
8 Sessions	\$850
12 Sessions	\$1150

To start your sales coaching, [CLICK HERE](#) to begin. We accept all major credit cards, PayPal, checks, and good old cash.

bobpoole.com

