

Introducing the FocalPoint Coaching

SALES BREAKTHROUGH PROGRAM

A POWERFUL SALES-BUILDING TOOL

The Sales Breakthrough Program combines a suite of powerful analytic tools with individual and group training for sales executives, managers, and teams looking to take their results to the next level:

- Improve interpersonal communication with prospects and customers
- Enhance sales skills to leverage prospects and opportunities
- Maximize your sales team's effectiveness
- Fine-tune performance of new and existing sales people
- Boost your sales
- Increase your bottom line – the ultimate business objective

Following the assessment results, your FocalPoint Coach will provide individual or group debriefings and training, including a customized action plan to create a positive impact on your sales team's performance and your company's profitability.

Unlock your team's true sales potential as each member uncovers the BEHAVIOR and KNOWLEDGE needed to sell.

Create action plans to become more productive and generate higher sales volume.

The Sales Breakthrough Program includes individual Sales Behavior and Sales Skills assessments.

Participants gain insights into their natural selling style and the styles of others, PLUS the seven stages of the sales process to help build confidence and develop targeted sales strategies.

This program is perfect for:

- *Small Business Owners*
- *Independent Sales Representatives*
- *Corporate Sales Teams*
- *Variety of industries: banking, financial service, real estate, insurance, medical/ pharmaceutical, professional services, and more*