

Best Practices

Best Practices Peak Performance Group

Do you need this Phase?

The Quick Quiz:

As a sales manager, have you ever felt frustrated in the past by marginal results that your investment in sales training has generated?

Overview:

A Best Practices Peak Performance Group is an approach to performance acceleration that combines traditional face-to-face, leader led, sales training workshops with various levels of follow-on reinforcement such as peer support, management coaching, and small group Tele-coaching conference calls. These components when integrated together ensure that each sales person is carrying out a Personal Plan (with specific, measurable, time-bounded activities) to achieve breakthrough levels of performance.

One of the unique benefits of this program is that we're able to keep top performing producers at that level longer, helping them stave off boredom and complacency with the constant challenge of setting new goals and the fierce competition for supremacy within the group.

How it works:

- Personalized Program

A tailored and customized sales training program is developed for your sales team. It incorporates the Best Practices of your sales team plus, when required, additional sales tools and methods that have been proven to drive the results that are desired.

- Face-to-Face Workshop

An initial face-to-face workshop (1-3 days) is conducted by one of our senior associates at a location to be decided by the client.

- Personal Plan

At the conclusion of each face-to-face session, all participants create a personal plan that outlines specific, measurable, time-bounded activities that they will be accountable to reach within a specific time table.

- Peer Support Buddy

Each participant will have a support buddy who has committed to ensuring that the participant will do his/her best to achieve the personal plan.

- Sales Management Coaching

Sales managers are given coach-the-coach training on how to support the participants. This will entail the managers auditing sales calls with their team members.

- Small Group - Peer Support Coaching Conference Call

Each month a group of 5-7 salespeople participate in a group Peer Support Coaching Call. A professional coach leads this conference call along with the sales managers.

Does it work?

“Since being introduced to PAI’s methodology our members have grown their territories 20% as a whole, and we are now consistently meeting our monthly revenue plans. The amount of new business being secured has also increased from 10% to 30% of overall revenues. Growth within existing accounts has also increased from our initial projections. We are currently realizing numbers that we have not seen before!”

Karen Skirten, V.P. Sales