



## COACHING



A change of voice can be an effective technique to supporting a Sales Manager's development and their willingness to shift focus. We'll encourage them to be open, removing any layers of conditioning or fear that may be holding them back and unearth the key questions to ponder.

- **ARE YOU CONCERNED ABOUT HOW TO APPLY THIS TO YOUR EVERYDAY LIFE?**
- **ARE YOU STILL WORRIED ABOUT HOW YOU'LL TAKE THIS BACK TO YOUR TEAM?**
- **DO YOU WANT TO ROLEPLAY A PARTICULAR SCENARIO THAT'S ON YOUR MIND?**



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## E-LEARNING WITH GUIDANCE THAT DELIVERS EFFECTIVE RESULTS



### LSOS E-Learning with guidance

Access to the online Sales Management Toolkit supplemented with a monthly coaching call to review topics, discuss challenges and validate understanding / application.

### (Monthly coaching session)

Each session will include:

1. A follow up of recommendations, next steps or further reading to bridge knowledge gaps
2. Review of previous actions / module content and planning for future sessions
3. Our commitment on supporting each sales manager and helping them realise their potential

### Our guided coaching sessions will ensure:

1. Review of key module topics to ensure understanding
2. Discussion on concerns and roleplaying scenarios to build confidence
3. Next steps on how best to apply the learnings to their role



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## TAILORED SALES COACHING THAT DELIVERS EFFECTIVE RESULTS



### LSOS Premium Sales Coaching

Bespoke coaching sessions based on predefined learning objectives and desired outcomes.

### Developing Skills, Adaptability and Mindset

Whatever your sales challenge we will bring our experience and expertise to help you find the right solution.

### Tailored sales coaching that delivers effective results

- 1. SALES STRATEGY AND SELLING STYLE ANALYSIS**  
Develop the right sales strategy that enhances your team's selling styles to create business growth
- 2. PROCESS EFFECTIVENESS**  
Improve the understanding of how processes can be utilised to increase conversion
- 3. ROLE COMPETENCIES AND RESPONSIBILITIES**  
Learn the competencies that improve results, enhance your reputation and the credibility of the team

### 4. SALES AND OPERATIONAL PLANNING

Learn to implement strategies that increase the opportunity to get the right sales

### 5. SUCCESS METRICS

Leverage and amplify success metrics by benchmarking sales opportunities

### LSOS Coaching Web



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