



## 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?**



Take your next steps to  
greater sales success  
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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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