

OCTOBER 2020 - MAY 2021

Pivot Sales To Success



PIVOTLEADER
INC

PIVOTLEADER INC.
WWW.PIVOTLEADER.COM
250-617-7467

COURSE DESCRIPTION

In this Post-Covid ever changing business environment in Northern B.C., companies are faced with increased competition. More than ever there is a need for highly trained sales professionals that are accountable to achieving results and building relationships. Unfortunately, most companies neglect the fact that their sales people have not been professionally trained. The consequence of this lack of formal sales training is that their individual sales professionals and sales teams are unable to produce the results needed for the business.

The cost to companies is significant. Besides unfulfilled potential and loss of possible sales and profits, many companies face a constant turnover of sales people. The lack of training and support of sales staff is one of the key reasons for this.

This course will incorporate the best training and practices from Sadler, Brian Tracy, Grant Cardone, Dale Carnegie and more. It is designed to inspire and invigorate sales professionals so that they can deliver better results and earn more income. Participants will learn how they can take their sales to the next level, overcome objections and become more professional so that their businesses can outperform their competition and they can enjoy substantial success in sales. Learning will be evaluated based on performance improvements, quizzes, and sales assessments throughout the course.



COURSE FORMAT

- 3 x 60 min in-person group classroom training sessions per month
- Books, videos and inspirational materials to support training sessions
- Weekly accountability reporting and tracking
- End of course, celebratory wrap up event and certificate upon completion

COURSE OUTCOMES

When the 8-month Pivotleader Sales Professional Training Program is complete, the participant will have a greater knowledge of the keys to successful selling. They will understand how to motivate prospective customers to buy, and learn how they can build relationships of value with their customers.

The Sales Professional will develop skills to help them be more accountable and get better results. Participants will become more confident in calling and contacting customers, and will develop the knowledge that will allow them to reduce their stress when communicating with clients. Development of these skills will lead to happier customers and more profitable companies. The skills obtained during the program will ensure job security and create opportunities for advancement within their organization.

Pivotleader Guarantee – We guarantee that you will see increased sales, better results and a more positive attitude with your sales professionals as a result of this training.

PROGRAM COSTS & CLASS SIZE

Total Costs: \$500/month (\$4,000 total), class size will be limited to between 8-14 individuals.

INSTRUCTOR BIOGRAPHIES



DAVE FULLER, MBA, PBCA

Dave has worked with leaders from over 200 organizations from 3 continents in the past 5 years. He believes that leaders grow from continuous application of best practices and new knowledge. Dave has 35 years of experience owning and running his own companies with up to 50 employees. Dave has facilitated training for hundreds of business professionals over the past 5 years to help them Earn More and Worry Less.

Instructor Qualifications: MBA UNBC, Certified Professional Business Coach Certified DISC Trainer, Authorized Trainer for PBCA Canada, Author of the book Profit Yourself Healthy.



NORM ADAMS, BComm, PBCA

Norm is a trainer, facilitator, and business developer with 10 years of recent experience in the financial sector. Norm has 30 years of experience working with public and private corporations in Canada and the United States. Norm has extensive experience training and fostering leadership in people and their organizations.

Instructor Qualifications: BComm University of Alberta, MBA Candidate, Certified Professional Business Coach, Novell Systems Administrator, Certified Microsoft Systems Engineer, Achieve Global Certified Facilitator, Steven Covey Certified Facilitator.

Contact us to enroll today: 250-617-7467 · dave@pivotleader.com · www.pivotleader.com