



Sales & Leadership Development

Unlock Your Sales Potential



Discover the Power of Self-Leadership

Overview

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Introduction

YOUR JOURNEY BEGINS HERE

Welcome to our Sales & Leadership Development Course!

This is where your journey towards mastering the art of sales and leadership begins. As you flip through these pages, you'll discover a transformative course that has been meticulously crafted to empower you, not just in your professional life but in every facet of your journey.

At its core, this course is about helping you unlock your full potential. Whether you're a seasoned sales professional looking to take your career to new heights or someone aspiring to enter the realm of sales and leadership, this course is your key to success.

Our commitment to delivering excellence is reflected in the accreditation we've received from Continuing Professional Development (CPD) in London. This recognition is a testament to the quality and value that this course brings to your personal and professional growth.

Unlock Your Path to Success

These include, but extend beyond:

- The art of selling effectively to anyone
- Identifying and embracing peak performance activities
- Elevating your sales performance
- Uncovering your motivational drivers
- Cultivating self-confidence
- Mastering the art of giving and receiving constructive feedback
- Harnessing the power of self-leadership
- Implementing best practices for team leadership
- Setting and defining goals



You'll acquire a diverse set of crucial skills and, most importantly, you'll learn how to apply them. By the course's end, you'll possess the tools to establish a robust foundation. One that not only motivates yourself but also empowers your peers and team members for a future filled with success.

Course Overview



Module 1: Mindset

Success and failure begin with your mindset. Learn to break free from your comfort zone and regain control of your life. This module teaches you how a simple mindset shift can significantly boost your personal and professional success. Explore where you are now, understand the essence of mindset, and see how it can impact your journey to success.



Module 2: Potential

Human potential is our ability to enhance ourselves through learning and practice, pushing the boundaries of our skills. We all have untapped potential to improve various aspects of our lives, from career skills to personal growth. This module encourages you to challenge limiting beliefs and rediscover the boundless potential you once had as a child. Unlock your potential and build the life you dream of.



Module 3: My Belief System

Your belief system shapes your behavior and decisions. Combined with factors like personality, genetics, and habits, it wields significant influence over your communication, reactions, and overall success. This module delves into the formation of your beliefs, identifies limiting ones, and empowers you to replace them with beliefs that foster success and empowerment. Take control of your life and help others do the same.

Course Overview



Module 4: Sales Mindset

Your mindset is a key driver of success, both personally and professionally. Discover how it can impact your ability to succeed in sales. Learn from highly successful sales professionals who share a common skill: the art of effective, non-pushy communication and perfect timing in their offers. Master this mindset for sales excellence.



Module 5: The Sales System

Think of the stereotypical salesperson: pushy, annoying, and under pressure. Now, envision a Professional Salesperson: engaging, no pressure, a good listener, and highly knowledgeable. This module unveils a system that transforms you from the former to the latter, allowing you to sell effectively without being pushy. Say goodbye to sales anxiety and hello to professionalism in just a few hours.



Module 6: The Sales Strategy

A sales strategy is your roadmap to profit growth. It's a documented plan that guides how you sell your products or services to stand out from competitors. Your strategy sets clear objectives for your sales team and includes crucial elements like growth goals, KPIs, buyer personas, sales processes, team structure, competitive analysis, product positioning, and specific selling methodologies. Master this module for sales success.

Course Overview



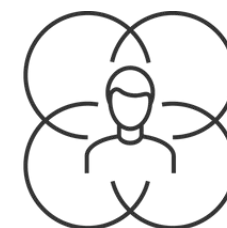
Module 7: The Sales Plan

A sales plan is your compass, charting sales targets and tactics for your business. It outlines the steps to meet those targets and should always be crafted with a clear goal in mind. What are you trying to achieve, and how will you get there? Your sales plan provides a visual snapshot of your prospects' journey, tasks to complete in each timeframe, and your progress towards reaching your sales quota. This module is your guide to sales success.



Module 8: The Success Formula

Success isn't a product of chance, luck, or coincidence. It's a deliberate design. While these elements do play a role, successful people have evolved through intention. In this module, explore how chance, luck, and coincidence influence opportunities in life. Learn to understand and influence your own success formula. Your journey to success is by design, not by chance.



Module 9: The Power of Feedback

Feedback comes in two key forms: workplace or professional feedback and internal self-talk. It's a potent force that can drive both learning and achievement, but its impact can be positive or negative. Evidence reveals that the type and delivery of feedback matter significantly. In this module, we delve into the power of feedback with the ultimate goal of cultivating genuine self-leadership capabilities.

Course Overview



Module 10: Peak Performance

Each day, we all receive the same allocation of 1440 minutes. Time is impartial, yet many blame it for their troubles. Successful and unsuccessful people have the same amount of time, so why do some thrive while others merely survive? This module delves into our relationship with time, offering insights into how to utilise it more effectively and create additional time for what truly matters. Unleash your peak performance potential by mastering your time.



Module 11: Goals "Setting & Defining"

While we all recognise the importance of setting goals, we often underestimate just how crucial they are as we journey through life. Goals act as catalysts for new behaviours, focus our efforts, and sustain momentum. They align our concentration and foster self-mastery, allowing the conscious mind to guide the subconscious toward realising our dreams. This module provides insights into effective goal-setting methods, ensuring you stay on the path to success.



Module 12: Self-Leadership Development

High-achievers, business owners, and peak-performing teams share a common secret to their success: mastery of self-leadership and motivation. Our 7-step self-leadership success formula empowers you not only to master self-leadership but also to lead others using motivational intelligence. This module brings together all that you've learned in the previous 9 modules, guiding you towards true self-leadership and effective leadership of others. Unlock your potential for greatness.

How Will It Benefit You?



Accelerated Career Progression

Our course empowers you with the skills and knowledge to catapult your career to new heights. Gain a competitive edge and open doors to exciting opportunities in sales and leadership.

Business Growth

Whether you're a business owner or aspiring entrepreneur, our programme equips you with the tools to supercharge your business growth. Develop effective sales strategies, motivate your team, and watch your business thrive.

Sales Performance Enhancement

Elevate your sales game to unparalleled levels. Learn the art of selling without being pushy, master the sales system, and consistently close deals with confidence.

Professional Development

Take your professional growth to the next level. Develop leadership skills, refine your communication techniques, and enhance your ability to lead and inspire others.

Broaden Career Horizons

Our course not only enhances your current skills but also broadens your career options. Whether you aspire to climb the corporate ladder or explore new industries, you'll be well-equipped for success.

Fully-Funded Opportunity

For eligible participants earning less than £22,000 per year, this course is fully funded, meaning you don't have to worry about any fees. It's an accessible and cost-effective way to invest in your future.

Our Satisfied Clients



Jean Fergus - McAuley

“

I found the course helpful in defining my goals in life. James is a great motivational speaker full of energy, passion and enthusiasm. His interaction keeps you focused and you will leave full of ideas on how to improve your life. All the information I picked up will be going to good use.

”

Annie Kepche

“

I have recently attended this course delivered by James. I realised how I was stopping myself from growing in some areas of my life. The beautiful part was the demonstration of the steps I could take to change the game as I have the power and potential to realise what I want in life.

”

Safdar Muhammad

“

James seamlessly integrates theory with real-life examples from his 15+ years of executive sales & leadership development expertise. This course offers an enlightening experience, ideal for those seeking to recalibrate their personal and professional goals. Highly recommended for anyone ready to refocus their life, career, or business.

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The Future Awaits



Get in Touch Today!

Unlock your **potential**, shape your destiny, and become a leader in your personal and professional life. Join us on this transformative journey today!



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www.thepowerwithintraining.com

Think BIGGER, Be BETTER, Achieve MORE