



The Sales Mastery Programme™

- Personalised B2B Training



*The most personalised B2B sales training programme in the world :
over 1 Billion different 'learning pathways' over 3 years !*



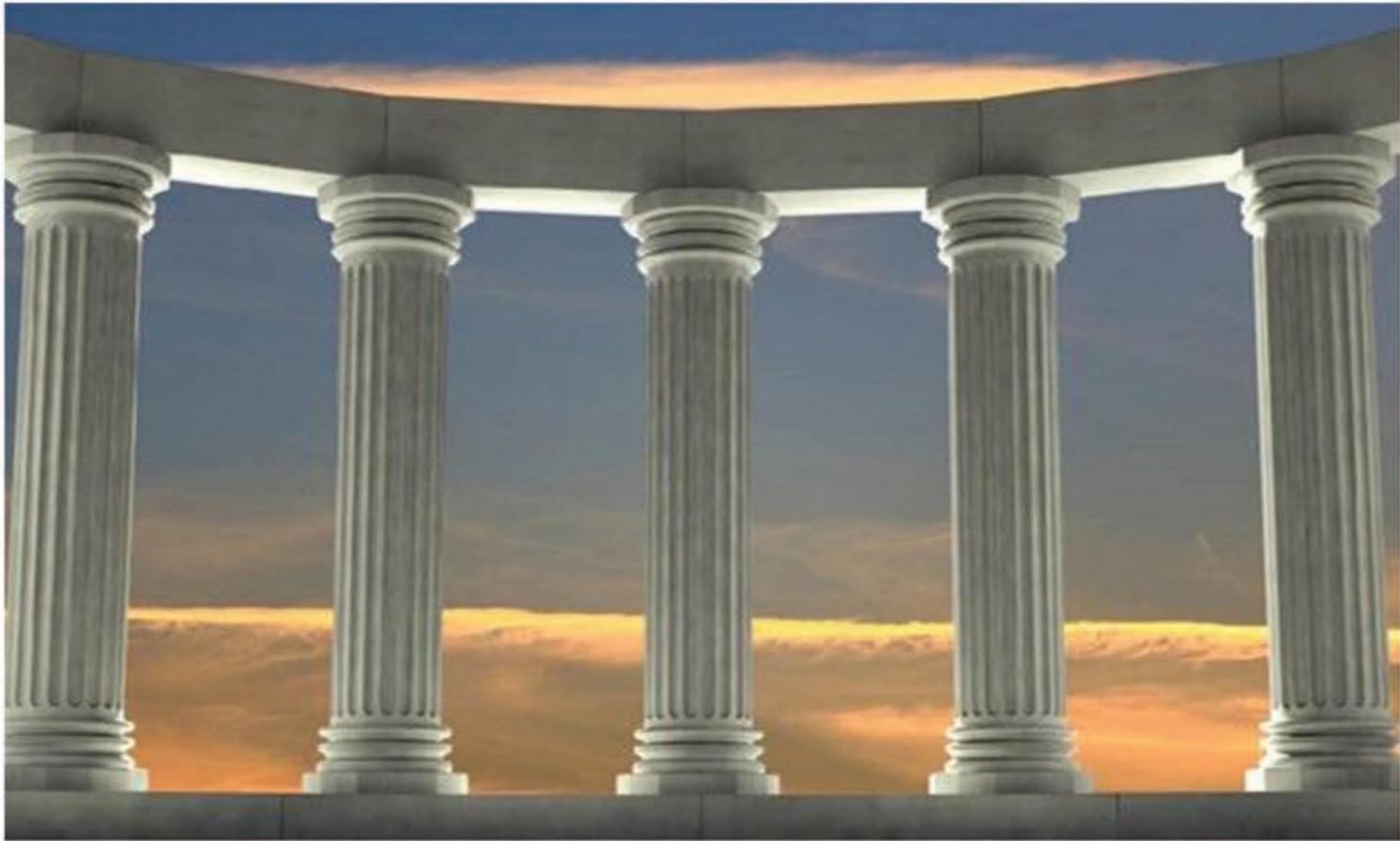
The Challenge:

- You want to keep growing in your sales role
- You have limited time to train each week/month
- You want your training to be more personal
- You want expert coaching support beyond just your manager

The Solution: Year Two of the Sales Mastery Programme™

Programme Outcomes:

- Further develop your mindset and self-accountability
- Stay at the cutting edge of sales techniques
- Continue to be motivated and inspired
- Weave Neuro linguistic Programming (NLP) into your role
- Widen and deepen your sales skills further
- Learn specific advice to improve against 18 self-assessed sales competencies
- Better leverage your Extended DISC behavioural profile - to 16 different profiles !



How Year Two works: The Five Success Pillars™



Pillar 1: Your Mindset

- Personalised tips against 6 mindset sales competencies
- New mindset content with industry experts
- Live online training to keep you motivated and successful



Pillar 2: Your Behavioural Profile

- Go deeper into your natural profile (to 16 different profiles)
- Personalised video tips to ensure you become an even better 'you'
- Ensure you know how to perform all 6 main sales functions and adapt to different client profiles



Pillar 3: Mastering Conversations Through NLP

- New content on Neurolinguistic Programming (NLP) and how to use it personally and with clients to master conversations
- On demand access to refresher training on the Persuasive Selling Process™, Objection Managing Process™ and more



Pillar 4: Specialist Skills

- Personalised tips on 12 different sales competencies from your self-assessed Sales Competence Assessment™
- New online training content specific to each competence
- 36 additional online sales courses to refresh and grow further



Pillar 5: Your Accountability

- Quarterly reports to you and your manager on your compulsory training
- Bonus Coaching Sessions monthly to keep you on track (do bring challenges you want help with!)
- Help for your manager to provide support and accountability

Individual attendees

- Over AU \$12000 in proven training value
- Backed with our money back guarantee
- Includes a free unique Sales Profile Report using the world class Extended DISC profiling tool AND the unique Sales Competence Assessment™ tool
- 12-month commitment
- 30-60 minutes of commitment per week

12-Month Investment

AU/NZ: \$6950 + GST per person

GB: £3200 per person*

US: \$4000 per person*

CAN: \$5600 per person*

All prices are subject to change without notice, see the website for the latest pricing.
*These are preferred rates as you'll get recordings of the live monthly training.

Incredible bonus

To help with your Mindset (Pillar 1), we will gift you a year's supply of Protandim NRF2 Activation supplement from lifevantage.com. This cutting-edge patented product switches on your NRF2 pathway at a cellular level to produce millions of antioxidants per cell. It can help with 'brain fog' and reduce oxidative stress by up to 40% in 30 days to help you be at your best.

Caution: Please note if you are taking blood thinning medication of any kind please consult with your medical doctor for further advice and monitoring.

Why choose the Sales Mastery Company ?



Sales Mastery Company

- We are one of Australasia's leading sales training companies
- We have trained over 6500 businesses in over 10 countries, across 4 continents
- We were the first to launch an SME exclusive integrated 12-month sales programme
- We launched the best 12-week B2B blended sales programme in Australasia

Client Success Stories:

- *"After 27 years in the industry, I found this the best value for my time ever."*
- Lyall Daines, CLU, LD&EK Insurance Solutions
- *"The difference from other sales courses is that they help you actually apply the content!"*
- Grant Owen, Sterling GP, UK
- *"Their ability to create and present their training courses is exceptional."*
- Liane Anderson, Taranaki Chamber of Commerce
- *"Really hit the mark. They come highly recommended"*
- Tony Dunstan, Nexans Australasia