

# How To Hit 200% Sales Target in Less Than 30 Days

This is a powerful 1 day sales training course which focuses on the mindset- beliefs and attitudes that the top 1% highest performing sales people have adopted as habits enabling them to consistently shoot the lights out of their targets. It also covers some of the most critical skills required to achieve at the highest levels. This course is transforming, powerful and inspirational.

## Course Outline

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# Course Outline

## How to Hit 200% Sales Target in Less Than 30 Days

**Duration: 1 day (intensive)**

### **Course objective:**

To unleash the latent potential of all sales people, by giving significant insight into the **essential** self-management, mindsets, emotional habits and practical skills needed to dominate in their relative field of sales and to **consistently hit 200% sales target**.

### **Style of training:**

The course content has high level concepts which demands maximum trainee involvement and includes content transfer, exercises (individual and group), experiential learning, and role plays.

### **What do you get?**

- Every trainee will get a trainee booklet with all the course content included, along with the exercises.
- Trainees will have access to the trainer after the training for a FREE one-on-one coaching session via skype.
- The course includes maximum content, multi-media, and strong trainee engagement



## How to Hit 200% Sales Target in Less Than 30 Days

### SECTION 1: FROM SALES CONSULTANT TO RAINMAKER

- Defining the **high performing** sales consultant
- Understanding **extreme accountability**
- How to generate **massive productivity**.
- How to **dominate** in your chosen field of **sales** and not just compete
- Removing the **mental** and **emotional obstacles** preventing you from shooting the lights out.
- **Triggering complexity** to deliver **consistent results**
- Making **targets easy to achieve** – lets break it down!
- How to consistently **hit 200% sales target**
- Setting **new mental standards** for yourself – a **lesson from the Navy Seals**.
- Guarding against complacency and continually **raising your mental bar**.
- Building **incredible efficiency**
- **Changing your results** by changing the way you **think** and **feel** – what does that need to look like to get the results you want?

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### SECTION 2: MINDSETS – BELIEFS & ATTITUDES CRITICAL TO HITTING 200% SALES TARGET

We define, unpack and discuss the detailed elements of each mindset showing trainees how to develop and implement each aspect of the mindset practically in their daily work.

Each concept is complex in its own way and if practiced consistently will assist in generating a radical improvement in sales performance immediately.

**Self Discipline:** “Me Management”

**Optimism:** A Positive mental attitude

**Caring:** The desire to help others

**Competitiveness:** A burning desire to be the best and dominate

**Resourcefulness:** Find a way or make one

**Initiative:** Taking action before it is necessary

**Persistence:** NEVER giving up

**Communication:** Using communication to influence clients and close deals

**Accountability:** Developing 100% individual responsibility



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### SECTION 3: THE CRITICAL SKILL SETS ESSENTIAL TO HITTING 200% SALES TARGET

- Prospecting – defining your perfect clients
- Opening relationships that you only dreamed of
- **Level 4 account management** and how to deliver at this level
- **Creating continual value** for clients and demonstrating **ROI**
- Getting **multiple commitments** from clients
- The importance of demonstrating **product** and **service expertise**
- **Analytics** – knowing your facts & figures
- Demonstrate **credibility** to your clients
- Asking the **right questions** to diagnose your client's problems
- **Listen, Listen, Listen** to get what you want
- **Problem Solving** – Its 99% of what we do
- The art of **influencing** others **positively**
- Selling a solution that aligns to **solving** your client's **problems**
- Creating **win-win deals**

## Why use EBS Global?

- EBS Global are **professionally trained educators** with **internationally** recognized **qualifications** and experience delivering training at all levels.
- We have **experience** delivering training across a range of sectors in 11 **African** countries including SA, Mozambique, Tanzania, Kenya, Malawi, Swaziland, Zimbabwe, Botswana, Zambia, Uganda and Ghana **and globally** (Australia)
- We ensure **maximum ROI** by delivering high quality content through maximum trainee engagement, strong concept development, practical real life application of concepts, discussions, experiential learning, use of multi-media and role plays.
- Every trainee will have access to the trainer for a one-on-one skype question and answer session **FREE of charge** once training is completed.
- We are **passionate about training** and **want to help you transform your sales performance** by transforming the individuals who drive the sales process.

## References?

**Here's what our clients say about us:**

“Really good content...  
...everyone that I spoke to was motivated and positive that they will be smashing their targets.”

***Nuraan Abrahams, Human Resources, BNP Parabas Bank, RCS Solutions***

“I should thank you!... The team and myself included enjoyed the time you spent with us. We will most definitely be in contact for more training.”

***Rudi Du Plessis National Sales Manager, BNP Parabas Bank, RCS Solutions”***

“I would like to extend a tremendous thank you for the training you ran with the Malawi team, sitting in I can only commend you for your facilitation and engaging skills. The training was extremely professional and informative to all staff. We should not stop here but grow our soft skills training for all staff. Well done, there is a requirement to have a trainer of your quality and attributes in all countries. “

***Mike Hodgkiss – Country CEO, MyBucks Malawi***