

## “Leading Sales Success”


### Growing business. Growing teams.

- > Transform your sales talent and team culture to grow business significantly.
- > Limit the distractions that inhibit your productivity as a sales leader.
- > Surround yourself with a cohort of sales leaders to share best practices.
- > Effectively implement changes that improve your leadership ability.
- > Understand how to create and contribute to a culture of trust.

### This program is right for Sales Leaders who are:

- > Focused on significant business growth.
- > Interested in learning from other sales leaders.
- > Willing to make changes (big and small) to grow your business and strengthen your sales talent.

## It's Time to Get off the Hamster Wheel



I need my team performing better...I need to spend more time with my team...I don't have enough time to spend with my team...I need to start hiring more millennials.

I need to grow the business - a lot!

Oh yeah, I'm supposed to have a life outside of work.

All I do is solve problems.



Let's have a purposeful conversation:  
[www.teneoresults.com](http://www.teneoresults.com)



519-863-3975



[lisa@teneoresults.com](mailto:lisa@teneoresults.com)

## Program Format: 5 strategy days in 10 months

- > Begins with 2-day Strategy Session with your Sales Leader Cohorts on November 26 & 27 2019
- > 3 Additional strategy days – each quarter in 2020
- > Monthly Group Coaching Calls for additional accountability
- > 1:1 Coaching
- > Sales Mastermind Networking Dinner

You'll declare what you want to change, then create your strategy and action plan  
Celebrate your failures and wins – as you get off the hamster wheel!

## Program Outcomes:

1. **SELF-AWARENESS:** Create self-awareness of yourself as a sales leader and gain clarity of how you want to develop your leadership abilities and then your team's abilities.
2. **SIGNIFICANT GROWTH STRATEGY:** Refine your strategic direction by identifying 3-year sales goals, the strategies to achieve them, along with the key performance indicators that are needed to create business rhythm to monitor progress.
3. **SALES PRODUCTIVITY:** Develop habits for managing your time, that enables you to proactively implement sales strategies, focus on highest priorities and limit distractions.
4. **SALES TALENT DEVELOPMENT:** Develop a strategy to upskill the talent of your team and your up-and-coming farm team to maximize sales growth.
5. **PERFORMANCE COACHING:** Improve the sales performance of individual team members through formal and informal coaching opportunities.

“Teneo helped us to believe in ourselves and strengthen my leadership skills! Teneo’s leadership and sales program transformed our skeptical, seasoned and transactional sales reps to a strategic, consultive, and brave sales team. Fast forward to a year later to everybody high-fiving. We went from 28% downturn to increasing sales over 42% and achieving sales targets 24 months in a row.”

Vince Travaglini, VP Sales, now CEO,  
StackTeck Systems



**Investment:** \$499/month x 10 months

Eligible to receive 50-83% reimbursement through Canadian Job Grants (depending on your province and number of employees in your organization).



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