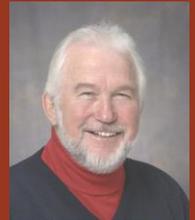


Online Coaching for Sales People



Improving your Sales Success

Sales People who focus their efforts and learn to “connect” to their prospect’s inner motivation will guarantee their success in the future. This process matches the fast pace of today’s sales people with results that will help them succeed sooner.

Remote Sales Skills Development

Dave Neely uses a unique remote coaching process that includes an online behavioural assessment, a 60 minute phone/video online coaching session and an optional follow up session. The process is designed to help each sales person align their style with their prospects. Remote Coaching provides rapid, productive feedback while saving travel and time away from work. It will make you money.

The following assessments are available for this process:

1. **NEW: Target Selling Insights** – This report essentially answers the question, “*Does this person know how to sell?*” Sample: <http://neely-training.com/wp-content/uploads/2018/03/Targeted-Selling-Insights-Sample-1.pdf>
2. **Talent Insights** – It will help you to understand your own behaviours and motivation as well to connect better with your sales prospects. To view a sample assessment <http://neely-training.com/wp-content/uploads/2018/08/Talent-Insights-Sales.pdf>
3. **Talent and Emotions** - This report will illustrate the impact your Emotional Intelligence has on your core behavioral style as well as your top two motivators. To view a sample: <http://neely-training.com/wp-content/uploads/2018/06/TriEQsales-Driving-Forces.pdf>

Participant Comments “We had all of our Sales People complete the on-line assessment as part of our Sales Conference. Dave was able to help us to have one of the best meetings ever. We plan to use this information on a regular basis to provide better, more effective coaching to each Sales Rep.” Casey – ABB Canada

Why this process is important for you

“The problem that you will face is that you are trying to attract and communicate with a prospect that no longer exists – The world has changed!”

About The Coach

Dave Neely is a Kingston-based training consultant. He was a Sales Trainer for IBM Canada PC Dealers. Since 1988, he has delivered customized sales training processes for a wide variety of clients, including Kubota, Honda, and the Canadian Professional Sales Association. He will share what he has learned about how to maximize your sales opportunities. Pricing starts at \$300/\$350 plus \$100/hr for ongoing coaching

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