



## Growth Dynamics High-Performance Sales Program

This program is designed for a 12-month engagement featuring 20 90-minute LIVE online classes, two online assessments geared at helping you learn more about your communication styles and selling profile, Monday Morning Manager email and podcast sent to you every Monday, electronic workbook and copies of the materials and unlimited coaching on concepts to help you fully grasp how to apply them.

NEW to our HPSP will be follow-up emails after each session to help you practice the teachings more and drive home the concepts.

### Schedule and Curriculum

Jan. 20, 2021	Webinar 1: Buyer's Bus- SPECIAL 2 Hours, DISC
Jan. 27, 2021	Webinar 2: Consistent Motivation/Person vs Performance
Feb. 9, 2021	Webinar 3: Productivity/Prospecting
Feb. 24, 2021	Webinar 4: Expectations, Chapter 4
March 10, 2021	Webinar 5: Discovery, Chapter 5
March 24, 2021	Webinar 6: Managing Info, Chapter 6
April 7, 2021	Webinar 7: Managing Presentations/Proposals
April 20, 2021	Role/Play and Catch-Up Day
May 5, 2021	Webinar 8: Negotiation, HPS System Review Chapter 8* Tuesday Date
May 19, 2021	Webinar 9: Advanced Prospecting, Prospecting
June 2, 2021	Webinar 10: Advanced Discovery, Discovery
June 16, 2021	Webinar 11: Professionalism
July 14, 2021	Webinar 12: Personal Goal Setting
July 28, 2021	Webinar 13: Call Reluctance, Tab in the back
Aug. 11, 2021	Webinar 14: Sales Statistics/ 21 Core Competencies, Success Strategies tab
Sept. 1, 2021	Webinar 15: Territory Management
Sept. 22, 2021	Webinar 16: Kill 'em or Close 'em
Oct. 6, 2021	Webinar 17: Referral Generation
Oct. 27, 2021	Webinar 18: 10 Commandments of Sales and Open Forum
Nov. 10, 2021	Webinar 19: Dynamics of Decisions
Dec. 1, 2021	Webinar 20: Review of concepts, goal setting

### Make-Up Dates:

Dec. 15, 2021

### Meeting Information:

All meetings start at 1:30 pm

Sarah Waple is inviting you to a scheduled Zoom meeting.

Topic: 2101: HPSP

Time: This is a recurring meeting Meet anytime

1050 Airport Road #1421

West Chester, PA 19380

484-880-4544

[www.GrowthDynamicsOnline.com](http://www.GrowthDynamicsOnline.com)



Join Zoom Meeting

<https://us02web.zoom.us/j/89589639897>

Meeting ID: 895 8963 9897

One tap mobile

+13017158592,,89589639897# US (Washington D.C)

+13126266799,,89589639897# US (Chicago)

Dial by your location

+1 301 715 8592 US (Washington D.C)

+1 312 626 6799 US (Chicago)

+1 646 876 9923 US (New York)

+1 669 900 6833 US (San Jose)

+1 253 215 8782 US (Tacoma)

+1 346 248 7799 US (Houston)

+1 408 638 0968 US (San Jose)

Meeting ID: 895 8963 9897

Find your local number: <https://us02web.zoom.us/j/89589639897>

1050 Airport Road #1421  
West Chester, PA 19380  
484-880-4544  
[www.GrowthDynamicsOnline.com](http://www.GrowthDynamicsOnline.com)