



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

Sept. 9, 2020	Webinar 1: Buyer's Bus- SPECIAL 2 Hours, DISC
Sept. 23, 2020	Webinar 2: Consistent Motivation/Person vs Performance
Oct. 7, 2020	Webinar 3: Productivity/Prospecting
Oct. 21, 2020	Webinar 4: Expectations, Chapter 4
Nov. 4, 2020	Webinar 5: Discovery, Chapter 5
Nov. 24, 2020	Webinar 6: Managing Info, Chapter 6* Tuesday Date
Dec. 9, 2020	Webinar 7: Managing Presentations/Proposals
Dec. 22, 2020	Webinar 8: Negotiation, HPS System Review Chapter 8* Tuesday Date
Jan. 13, 2021	Webinar 9: Advanced Prospecting, Prospecting
Jan. 27, 2021	Webinar 10: Advanced Discovery, Discovery
Feb. 10, 2021	Webinar 11: Professionalism
Feb. 24, 2021	Webinar 12: Personal Goal Setting
March 10, 2021	Webinar 13: Call Reluctance, Tab in the back
March 24, 2021	Webinar 14: Sales Statistics/ 21 Core Competencies, Success Strategies tab
April 6, 2021	Webinar 15: Territory Management* Tuesday Class
April 20, 2021	Webinar 16: Kill 'em or Close 'em *Tuesday Class
May 5, 2021	Webinar 17: Referral Generation
May 19, 2021	Webinar 18: 10 Commandments of Sales and Open Forum
June 2, 2021	Webinar 19: Dynamics of Decisions
June 16, 2021	Webinar 20: Review of concepts, goal setting

Make-Up Dates:

June 30, 2021
July 14, 2021