



Growth Dynamics has been training sales professionals for more than 20 years. We have found that professionals adopt major behavioral changes best when trained via short sessions, occurring over a longer period, accompanied by supportive one-on-one coaching along the way.

This intensive, 12-month program will help position you as a trusted consultant to customers and prospects. You will learn to assess key behaviors and adapt your communication style to achieve efficient information gathering. Our proven process will optimize your time and effort towards opportunities that fit your value proposition and close themselves.

Classroom Sessions: Group training where you will learn the essentials of:

- **Mindset** – *How you think* about sales success is much more important than what you know about features and benefits of your offering.
- **Activity** – Sales is a game of numbers: the variable is you and how you generate those numbers.
- **Process** – A methodology to uncover and learn powerful information from your prospect regarding his real reason to buy. This includes a tool box of consistent and reliable tactics to create and maintain control of the sales call.

Weekly Coaching: Training sessions are reinforced with weekly email communication between participant and instructors to address individual challenges and ways to succeed.

WHO SHOULD ATTEND?

- Experienced salespeople looking for better performance
- New salespeople who want to learn how to sell effectively
- Smaller sales teams with one to nine members looking for a team program
- Small business owners with sales responsibility that want a proven process
- New hires joining organizations that already have been trained in the High-Performance Sales Program

PROGRAM FEES: \$3499.00 per person

Registration fee includes:

- 24-web based classes
- Electronic Training Curriculum Binder with all program notes
- Weekly Coaching via “Monday Morning Manager” email
- Two personalized online assessments of yourself, providing deep insights into your strengths, behaviors, and motivators
 - “Behavior, Motivations, and Emotional Intelligence Report” from TTI, Inc.
 - “Salesperson Profile” from Objective Management Group

5% discount for two attendees

10% discount for three or more attendees

A TESTIMONIAL from a CLIENT:

“As the President of my company, I look to partner with other companies that provide me a strong return on our investment. For more than 10 years, Growth Dynamics has made a positive impact on our sales efforts, helps my team maintain margins, and get our opportunities closed faster. If you want to see your team produce more consistently, I highly recommend their services.”

– *Kitty Evans, President, Evco Industries*

SESSION DATES:

Classes are scheduled from 12:30-2:30 (EST)

Sept. 21 2021	Webinar 1: Buyer’s Bus- SPECIAL 4 Hours, DISC
Oct. 12, 2021	Webinar 2: Consistent Motivation/Person vs Performance
Oc. 26, 2021	Webinar 3: Productivity/Prospecting
Nov. 9, 2021	Webinar 4: Expectations, Chapter 4
Nov. 22, 2021	Webinar 5: Discovery, Chapter 5* MONDAY
Dec. 7, 2021	Webinar 6: Managing Info, Chapter 6
Dec. 21, 2021	Webinar 7: Managing Presentations/Proposals, Chapter 7
Jan. 4, 2022	Role/Play and Catch-Up Day
Jan. 18, 2022	Webinar 8: Negotiation, HPS System Review Chapter 8
Feb. 1, 2022	Webinar 9: Advanced Prospecting, Referrals
Feb. 15, 2022	Webinar 10: Advanced Discovery, Discovery
March 1, 2022	Webinar 11: Professionalism & Open Forum
March 15, 2022	Webinar 12: DISC based Selling Tactics
March 29, 2022	Webinar 13: Call Reluctance
April 12, 2022	Webinar 14: Sales Statistics/21 Core Competencies
April 26, 2022	Webinar 15: Territory Management
May 10, 2022	Webinar 16: Kill ‘em or Close ‘em
May 24, 2022	Webinar 17: Account Development & Time Wasters
June 14, 2022	Webinar 18: 10 Commandments of Sales and Open Forum
June 28, 2022	Webinar 19: Dynamics of Decisions
July 12, 2022	Webinar 20: Guts for Growth & Advanced Expectations
July 26, 2022	Webinar 21: 15 Habits of High Performers & Opp Filter
Aug. 9, 2022	Webinar 22: IPDE, Personal Goal Setting
Aug. 23, 2022	LAST CLASS, Graduation