

ELAVATE SALES COACHING

2 DAYS

Introduction

The Sales Coaching Pyramid

Sales Coaching Research

Why Coach

Creating A High-Performance Sales Climate

Why Coach

Five Levels of Sales Coaching

Why Coach

ELAvate Ethics

What To Coach

Sales Coaching Issues Diagram Overview

How To Coach

The Coaching Model

How To Coach

Communicating Sales Assignments

How To Coach

Developing Sales People

How To Coach

Giving Recognition

How To Coach

Providing Constructive Feedback

How To Coach

Handling Difficult Coaching Conversations

How To Coach

Selling Skills Observations

How To Coach

Virtual Coaching

When To Coach

Building A Sales Coaching Culture

Sales Coaching Kick Off and Scorecards

Scheduling Kick Off and Joint Sales Calls