

!mpact Sales Development System

Success in selling is a convergence of at least three key elements intertwined in just the right proportions: A working comfort level with a stellar selling process, a solid set of inner and outer personal beliefs, and a healthy work ethic with lots of bravery. The very best sales people are comfortable in their skin, have a big enough "Why", understand the process of selling, and work the daylights out of it with an expectation of winning. Like a book I have read by Mark Batterson, they are daily "In a Pit With a Lion on a Snowy Day" and don't flinch.

Having said that, the **!mpact System** takes the best of years of experience in professional selling and training in world class sales training models, and combines that strong process model with an equally strong attitude/belief model designed to reprogram limiting beliefs and thinking patterns. Those two key ingredients are then fastened to a foundation of an expectation of winning which is made up of a practice of massive effort and unflinching bravery.

If you would like to hear more about our life changing **!mpact Sales Development System**, please contact us at: info@core-wi.com

Deliverables

Custom In-House Programs

Key Note Addresses

Assessment & Analysis Skill Screening

Half Day Mini Workshops

Full Day Immersions

Ongoing Strength Program

Web Based Training & Strength Program

QUALIFY

CLOSE

PRESENT

IMPACT SALES DEVELOPMENT SYSTEM

**Work Ethic &
Bravery**

Attitude & Beliefs

Selling Process

IMPACT SALES DEVELOPMENT SYSTEM