



Sales Readiness Group, Inc.

Is your sales force ready?

Key Benefits

- Valuable for experienced and newly promoted managers
- One-to-one format for rapid adoption of new skills
- Reduces "time to action"
- Maximizes investment in development

Program Components

- Multi-rate Leadership Assessment
- Assessment Analysis & Feedback Session
- Personal Development Plan
- Multiple Coaching Sessions with Senior SRG Sales Coach
- Self-study Materials
- Reinforcement Tools

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Precision Leadership Coaching

Develop Sales Managers That Drive Results



Precision Leadership Coaching

is a sales leadership development program focused on improving critical sales management skills for frontline sales managers. Starting with assessments and a personalized coaching development plan, this program is a targeted results oriented learning experience based on multiple one-to-one coaching sessions, world-class sales leadership content, self-study assignments, and powerful follow-up and reinforcement.

Precision Leadership Coaching focuses on improving the following critical sales management skills:

- ▶ Developing and communicating sales vision
- ▶ Sales leadership and motivation
- ▶ Determining priorities and actions
- ▶ Coaching and mentoring
- ▶ Managing sales performance
- ▶ Recruiting and hiring star performers
- ▶ Pipeline management and forecasting
- ▶ Territory and account management

Precision Leader Coaching program is a unique one-on-one sales leadership program that helps companies develop managers that can inspire and drive results. The program begins with a multi-rater assessment of 60 key skills and behaviors across ten sales competency areas. The results are then analyzed and form the basis for a personal development plan and targeted coaching sessions.

SRG's sales coaches have extensive leadership development and sales training experience. Each program is structured around the individual sales manager's personal development plan, and the curriculum is based on targeted content from SRG's extensive library of award winning sales leadership content. As a result, each coaching session is a targeted, results oriented learning experience. The program also includes self-study assignments and reinforcement tools.

Sales Readiness Group solutions are tailored to the exact requirements, culture, and challenges of your organization.