



Instilling Life Into PDP'ing

How to coach your people's PDPs

"In a formal life I was a Dunbar sales adviser and attended King Edwards Place on many occasions. The trainers there were always good but your guy was the best ever." Chris Young, Specific Financial Management

You'll learn how to:

- Motivate your salespeople to complete PDPs
- Help them visualise effortlessly their goals
- Help them see clearly the path to their goals
- Allow them to really "own" their development paths
- Challenge them to exceed their initial expectations
- Use the precision question model for challenging salespeople
- Use power questions to open up all salespeople
- Take your own listening skills to Level III

The workshop has been successfully delivered for other organisations and evaluated. We're in the business of delivering training that gives you real business benefits.

This workshop will reap double rewards for your organisation. Firstly your coaches become more resourceful. Secondly the salespeople they coach become more effective at developing themselves. Ultimately they'll produce better results. Keeping them well serviced means more business.

"The delegates have expressed a keen interest to participate in more." Peter Phillips, Director, HSBC"

It's that time of year again isn't it? When Personal Development Plans (PDPs) are completed by your sales consultants. How many times have you seen the same development areas noted on the paperwork and, maybe, the same success ratio achieved. You're not alone. Across the world this annual ritual is starting

So where do your supervisors, or as we prefer to call them, your coaches fit in? Their job is to guide, support, facilitate the PDP. Not to verify it's accuracy or whether each box has been completed fully, but to challenge, motivate, help the sales consultant see how they can set their learning and development goals.

You'll leave the one day accelerated learning event knowing that you:

- Received a good dose of intensive personal CPD
- Can now coach even the hardest, most confident and "scary" salespeople
- Can now get your salespeople to really "own" their development
- Can now get them to challenge themselves on their own PDP content
- Have begun to master the co-active approach to coaching
- Have received totally involved, active and accelerated learning.

**Contact us now to arrange
an in house programme
before the year is out**


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