

*Inspire your team to
excellence!*

**Develop strategies that
Inspire positive selling
behaviors**

**Learn how to apply the
most effective coaching
style to individual
business situations**

**Develop a
collaborative business
relationship that gets
things done**

**Identify and take
advantage of coaching
opportunities
throughout the day**



502 Jackson Blvd.
Freedom, PA 15042

Phone: (877) 821-5557

E-mail: info@salesmedics.com

www.SalesMedics.com

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Inspirational Coaching Workshop

SalesMedics' Inspirational CoachingSM is a one or two day workshop designed to provide first-line sales managers the observational and feedback skills necessary to *inspire* their teams to excellence and support the execution of your organization's sales strategy.

By the conclusion of the Inspirational CoachingSM Workshop, participants will be able to . . .

- Compare and contrast Inspirational Coaching to traditional feedback techniques
- Assess and identify their personal coaching style
- Match the most appropriate coaching style to the business situation
- Identify and capitalize on coaching opportunities
- Practice coaching skills through simulations
- Develop a collaborative employee action plan
- Develop strategies to address undesirable employee behavior
- Document specific and measurable employee performance
- Conduct employee skills appraisals
- Apply the Inspirational Coaching ModelTM on the job the very next day

SalesMedics will work with you and your team to customize a workshop specific to your organization's business, culture and job performance standards. All participants will have ample opportunities to practice and receive feedback through realistic coaching simulations. Managers who successfully complete the workshop will receive Coaching Certification.