



"Nothing happens if no one sells anything" Henry Ford

The world has shifted - we need to adapt our approach and mindset to selling.

This program will fast track how you sell in the new normal ensuring your company survives and thrives by changing business development.

▶ **Week One:**

- **Day 1: (Webinar)**
 - Developing your PowerPoint Slide Deck
 - Developing your Questioning Guide
- **Day 2: (Exercises)**
 - Managing your Time & Environment
 - LinkedIn Profile Development
- **Day 3: (Webinar)**
 - PowerPoint Slide – Review & Feedback
 - Communication – Internal & External
- **Day 4: (Exercises)**
 - Finding & Keeping Operating Rhythm
 - Time Management
- **Day 5: (Webinar)**
 - Continuous Improvement – Review & Reflection
 - Ideal Customer Criteria

▶ **Week Two:**

- **Day 6: (Webinar)**
 - PowerPoint Slide – Review & Feedback
 - Planning / Objective Setting
- **Day 7: (Exercises)**
 - Why do People Make Decisions?
 - Questioning Techniques
- **Day 8: (Webinar)**
 - Who do People Buy Off?
 - PowerPoint Slide & Questioning Guide – Review & Feedback
- **Day 9: (Exercises)**
 - LinkedIn – Review & Feedback
 - Ideal Customer Criteria
- **Day 10: (Webinar)**
 - PowerPoint Slide – Review & Feedback
 - Planning for the Future

▶ **Week Four:**

- (One on One Coaching)

▶ **Week Six:**

- (One on One Coaching)

Classes will be limited to 8 people to deepen their knowledge & enhance their learning.

Contact Charlie to register and secure your place.

☎ +61 437 599 970

✉ charlie@charliepidcock.com.au

