

SLII® for Sales

Exceed Sales Targets—Together

Transform sales through better leadership conversations.

Salespeople who make quota are the lifeblood of your company. But too many fall short. And worse, many sales leaders don't know how to reliably improve their performance. The result? Missed quotas, inconsistent results, high turnover, and a struggling business.

SLII® for Sales changes that. Based on SLII®, the world's most taught leadership model, this proven approach equips sales leaders with a reliable method to help their people succeed, whether they're ramping up, building a pipeline, or closing a deal.

SLII for Sales works by teaching leaders how to evaluate the effectiveness of a salesperson on any challenge—from cold calling to closing—and provide the right mix of direction, support, and coaching to accelerate growth.

One highlight: sales leaders and their people meet during the workshop to tackle pressing sales challenges together. These lively conversations lead to practical solutions, shared action plans, and renewed confidence. Everyone leaves aligned, motivated, and ready to hold each other accountable.

Equip your sales leaders to turn potential into performance.

Outcomes



Hit Sales
Targets



Build Revenue-Driving
Partnerships



Accelerate Sales
Team Growth



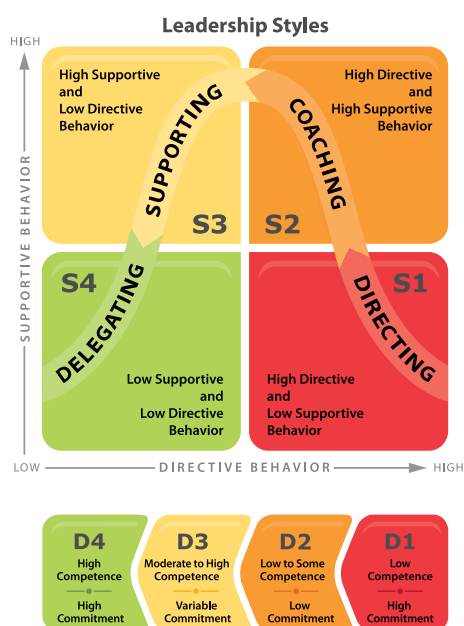
Strengthen Trust
and Performance



Learning Objectives

- Set clearer, more compelling goals that build sales pipelines and improve closing rates
- Diagnose a rep's development level on key sales tasks
- Deliver the right mix of direction and support to accelerate performance
- Lead honest, high-impact coaching conversations that sharpen sales skills

The SLII® Model



Who Should Attend?

- First-Line Sales Managers
- Regional or National Sales Leaders
- C-Suite Sales Executives
- High-Potential Sales Professionals
- Sales Team Members

A proven, time-tested leadership model.

SLII® for Sales is an easy-to-understand leadership approach customized for the sales environment. It equips sales leaders with tools to develop, coach, and empower their team members at every stage of the sales cycle.

Built on an award-winning design and enhanced with the latest research, SLII for Sales helps leaders and their team members quickly understand the model and immediately use it to tackle real sales challenges. When leaders help salespeople refine their skills, growth isn't just faster, it's unstoppable.

Flexible Options to Meet Your Needs

In Person In-depth Learning • Application • Practice • Action Planning

Instructor-led Training:

- Four Hours Sales Leaders
- Four Hours Sales Team Member
- Four Hours Combined Sales Leader and Team Members

Virtual In-depth Learning • Application • Practice • Action Planning

Virtual Instructor-Led Training:

- Four Hours for Sales Leaders
- Four Hours for Sales Team Member
- Four Hours for Combined Sales Leader and Team Members

Connect with us:



blanchard.com
760.233.6725

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