

# Advisory Sales Training Agenda Overview

DAY ONE	DAY TWO	DAY THREE	DAY FOUR
<ul style="list-style-type: none"> <li>• Building a Sales Culture - What Are we Talking About?</li> <li>• Learning Context</li> <li>• What Is Sales?</li> <li>• Session Agreements</li> </ul> <p><i>Break</i></p> <ul style="list-style-type: none"> <li>• Personal Sales Challenges</li> <li>• Introduction to Feedback</li> <li>• Sales Challenges Video Feedback</li> </ul>	<ul style="list-style-type: none"> <li>• Open Frame</li> <li>• Interpersonal Leadership Styles - <i>cont'd</i></li> </ul> <p><i>Break</i></p> <ul style="list-style-type: none"> <li>• Feeling Heard</li> <li>• Acknowledgement</li> </ul>	<ul style="list-style-type: none"> <li>• Open Frame</li> <li>• VAK</li> <li>• Interviewing Role Plays</li> <li>• Focus on Process</li> </ul>	<ul style="list-style-type: none"> <li>• Open Frame</li> <li>• Homework: Results &amp; Discoveries</li> <li>• Reframing</li> </ul> <p><i>Break</i></p> <ul style="list-style-type: none"> <li>• Presentations - Part I</li> </ul>
LUNCH	LUNCH	LUNCH	WORKING LUNCH
<ul style="list-style-type: none"> <li>• Establishing &amp; Shaping Rapport</li> <li>• Partnering Exercise</li> <li>• Interpersonal Leadership Styles</li> </ul> <p><i>Break</i></p> <ul style="list-style-type: none"> <li>• Interpersonal Leadership Styles - <i>cont'd</i></li> <li>• Homework: Overnight Reflections</li> </ul>	<ul style="list-style-type: none"> <li>• Active Listening</li> <li>• NLP Learning Styles</li> </ul> <p><i>Break</i></p> <ul style="list-style-type: none"> <li>• Reasons or Results: Key to Self-Management</li> <li>• Widening the Instrument Panel</li> <li>• Questioning &amp; Listening</li> <li>• Homework: Building Relationships</li> </ul>	<ul style="list-style-type: none"> <li>• Questions About Questions</li> <li>• Objections: Invitations for Partnership</li> <li>• Six Steps to Mastering Objections</li> </ul> <p><i>Break</i></p> <ul style="list-style-type: none"> <li>• Rhino Heads: The Unspoken Realities</li> <li>• VAK</li> <li>• Homework: Deepening Discovery, Preparing to Sell</li> </ul>	<ul style="list-style-type: none"> <li>• Presentations - Part II</li> <li>• Closing</li> </ul> <p><i>Break</i></p> <ul style="list-style-type: none"> <li>• Deliver the Solution &amp; Leverage the Relationship</li> <li>• Putting It All Together</li> </ul>
CLOSE	CLOSE	CLOSE	CLOSE