



THE
BIG PICTURE
COACH



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Sales Style Workshop©

2-Day Training Camp Outline

Day 1 - Live Camp:

9:00 - 10:15am; Pre-Game Briefing - Introduction to the Training Camp & Team Gameplans.

Break.

10:30 - 12:00noon; Playbook #1 - Sales Style Indicator Assessment & How Personal Style Biases and Influences Selling Style.

Lunch.

1:00 - 2:30pm; Reading and Recognizing Others' Personality Style & How This Influences People's Buying Styles.

Break.

2:45 - 4:15pm; Developing Strategies, Skillsets, and Techniques To Help Prospects Through The Buying Cycle More Effectively.

Break.

4:30 - 5:00pm; Day's Training Review and Preview of Day 2's Agenda and Homework To Prepare For.

Day 2 - Live Camp:

9:00 - 10:15am; Romancing The Sale - The Six Step Buying Process That People Follow, In Sequence, or Risk Failure.

Break.

10:30 - 12:00noon; Conversation Arts - 10 Powerful Conversational Phrases Which Are Designed to Advance The Sales Process.

Lunch.

1:00 - 2:30pm; 1-on-1 Role Playing - combining Sales Style Selling with Conversation Arts within the Six Step Buying Process.

Break.

2:45 - 4:15pm; Triad Role Playing - combining Sales Style Selling with Conversation Arts within the Six Step Buying Process.

Break.

4:30 - 5:00pm; Training Camp Learning Review, Action Plan For Implementing Newly-Learned Skills, and Wrap-up.