



**ASHER**  
GLOBAL LEADERS IN SALES STRATEGIES.



**Call 202-742-6639 to schedule a workshop!**

## HIGH PERFORMANCE WORKSHOP FOR SALES & MARKETING LEADERSHIP TEAMS

### WHAT YOU CAN EXPECT:

- *Breakthrough results in sales & company growth*
- *A high level of consistency and effectiveness*
- *Extremely motivated and accountable sales leadership teams*
- *Leaders and managers supporting each other's success*

The two-day **High Performance Workshop** uses a state of the art methodology to deliver breakthrough results with sales and marketing teams. Twenty-five years of coaching experience supports leaders and managers in mastering the top-ten high performance skills to realize unprecedented sales goals and company growth.

### TOP-TEN HIGH PERFORMANCE SKILLS

- » Promises kept are the foundation for increased profits
- » Vision driven leadership teams inspire others to act
- » Consistent power and ability to make things happen
- » Effective communication in the most challenging situations
- » Responsibility and accountability as the access to results
- » Teams aligned and supporting each other's success
- » Managing from commitments
- » Master client focus
- » Enrollment to create buy-in as a leadership, management and sales tool
- » Ability to be creative and fearless with little stress

### COURSE OVERVIEW

- High Performance Matrix: a whole system
- Cascade of High Performance
- Integrity as the Foundation for Sales Effectiveness
- Responsibility and Accountability for Results
- Reinvent How You Win
- Master the Ability to Be Mentally Tough and Fearless
- Breakthrough in Team of One
- Common Commitment of Sales/ Marketing Team
  - » Vision, Mission, Core Values
- Decision Making/Alignment
- Accountability Over Time
- Restoring Power When Effectiveness is Lost
- Effective Communication
  - » Holding Others to Account
- Open, Authentic Conversations
- Restore Integrity of Relationships
- Enrollment as a Sales Leadership/ Management Tool

### WHAT OTHERS ARE SAYING ABOUT THE HIGH PERFORMANCE WORKSHOP:

*"With this coaching, I built a highly successful global sales organization of over 80 people in 15 countries that is operating at 150% of their sales targets."*

*— John Gillespie, VP and GM, Telecommunications, Netezza*