



ASHER
GLOBAL LEADERS IN GROWTH STRATEGIES.

Emotional Intelligence (EQ) / Neuro-Linguistic Programming (NLP) Sales Team Workshop

ASHER STRATEGIES INC. / PEAK PERFORMANCE INC.

Emotional Intelligence (Morning)

- 1. Five Factors of Sales Success and the Advanced Personality Questionnaire**
- 2. Four Levels of Emotional Intelligence (EQ)**
- 3. Six Stimuli that “Wake Up” the Decision-Making Part of the Brain**
- 4. Cognitive Biases/Shortcuts the Brain Uses to Make Decisions**

Neuro-Linguistic Programming (Afternoon)

- 1. Tune Yourself to Become an Authentic and Aware Sales Success Machine**
- 2. Know How to Systematically and Repeatedly Build Rapport**
- 3. Anticipate Conversations and Meaning with More than One Sense**
- 4. Employ the Pacing/Leading Technique to Enhance Persuasion**



**Ideal For Executives
And Salespeople**

**Call 866-833-9941 to
Schedule a Workshop**