



*Virtual workshop (half-day)*

# ***Creating A Culture Of Selling***

***Everyone A Salesperson***

## Program Overview

This program has been designed to assist individuals and teams create and embrace a culture of selling. It also looks at how the sales process can be conducted in a highly 'functional' way and indeed be one of the most powerful and positive activities in our organisations.

Each participant will have a greater understanding of their own role as a salesperson, as well as the sales process and how they can personally adopt a more functional approach to selling.

Participants will produce an action plan of specific strategies and ideas to proactively create a culture of selling in their teams and workplaces.

Participants will become more confident in their responsibilities as a salesperson through gaining new knowledge, skills and strategies to assist them sell *functionally* and *authentically*.

## Topics

- ▶ Why we are all selling something
- ▶ The 3 step sales fundamentals - process, methodology & skills
- ▶ Dysfunctional vs. functional selling
- ▶ The role of trust and a unified team approach
- ▶ The 5 best practices of exceptional salespeople
- ▶ Selling and leading as you serve
- ▶ Handling objections and engaging different buying personalities
- ▶ Action plan - creating a culture of selling

## Virtual

Although our preferred Virtual platform is **zoom**, we are now offering to run our Virtual Programs and workshops on **TEAMS** and **WEBEX** for In-house programs. However, all of our publicly scheduled workshops will remain on Zoom at this stage. Remember, you don't have to sign up to Zoom to use it.

## Benefits of training with Proteus

- ✓ **Interactive workbooks** which allow participants to immerse themselves into a truly engaging experience.
- ✓ **Virtual break out rooms** are used to allow participants to work in smaller groups to complete activities and workshop ideas.
- ✓ **World-class facilitators** who are dedicated to helping people change their behaviour and actions.
- ✓ **Inspirational and practical content** that can be used immediately.

### Cancellation Policy:

Payment is required before the commencement of training. All payments within 7 days of the program date must be paid by credit card or direct debit. Refunds will not be given within 7 days of the program date. Transfers to another program date or a replacement person, can be made up to 48 hours prior to the program, if submitted in writing. No refunds or transfers can be made after this time. Proteus Leadership reserves the right to change the facilitators/speakers or the advertised price.

**NB: Face-to-face programs will only go ahead if safe to do so. If not, the program will revert to a virtual format. All COVID-19 restrictions and regulations will apply.**

## What Our Clients Are Saying



"One of the best workshops I have attended made a potentially boring subject engaging and transformative thank you"

**Andrew Kelly**



"Excellent program that delivers a really strong, easy to follow message about sales in a positive and fun format."

**Annemarie Hall**



"Very well presented, engaging and informative. Will make an impact in my professional growth and development."

**Andrew Kvackaj**

## Investment

### Virtual Program

Half-day Workshop  
9:00am - 12:30pm

**\$249**  
per person + GST

To view the schedule or to register in to the workshop click on the button below.

[proteusleadership.com/programs/creating-a-culture-of-selling/](https://proteusleadership.com/programs/creating-a-culture-of-selling/)

## In-house

All of our programs can be conducted as virtual or face-to-face In-house programs. Proteus can also customise an In-house program, tailoring it to your company's needs.

Contact our team to discuss your requirements on: [1300 219 903](tel:1300219903)

