

Team Coaching 101™



A plan for getting all your people on the same revenue generating page.

Even the most experienced sales leaders find it increasingly difficult to coach and manage teams in today's busy, complex world. That's why it's more important than ever to build excellent team coaching into the organization.

Coaching teams and individuals share much in common, but there are significant differences that distinguish team coaching. **Team Coaching 101™** focuses sales leaders on the task of managing individual talent while getting buy-in to the value of superior team performance.

Team Coaching 101™ goes far beyond 'managing and inspection' to identifying and developing talent and integrating creativity into teams.

The process and methodology for breaking through.

Team Coaching 101™ provides sales leaders with knowledge, skills and a template for improving individual and team performance.

As a coaching framework, **Team Coaching 101™** arms your sales leaders with a common language, a reliable strategy for effective coaching, and the confidence needed to bring out the best in their teams. The online course and optional workshops help sales leaders:

- Create time for preparation and organization
- Understand that effective coaching is teaching
- Manage individual expectations for the good of the team
- Uncover "drivers" that motivate team team success
- Communicate rationale honestly, clearly and unequivocally
- Encourage, guide and integrate individual creativity into the team
- Leverage knowledge and experience to upgrade the entire team's capabilities
- Continually improve an effective process

A hands-on, proven approach.

Based on proven results, **Team Coaching 101™** goes far beyond traditional sales management and techniques that are no longer effective with today's sales professionals. Sales leaders learn to remain flexible, encourage creativity, maintain necessary discipline, and drive superior team performance.

What's To Learn

The online course and optional workshop provides real-world processes and tools for coaching the leader's teams. Leaders learn sound communication techniques to get individual buy-in that brings out the best in their teams.

Who Will Benefit

- Front-line leaders
- Sales Leaders
- Senior Sales Executives

To learn more about Open Advance™ products and services, visit us online at <http://www.openadvance.com>

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