



presents

THE 2-DAY THINK BIG BUSINESS GROWTH WORKSHOP

Accelerated Growth for Executives, Sales Teams & Managers

2-DAY SALES TEAM AND MANAGEMENT AGENDA

DAY ONE SALES TEAM (AM)

- 7:45 - 8:25 AM:** Breakfast
- 8:30 - 9:00 AM:** Welcome. Set standards for the day. Introductions.
- 9:00 - 11:00 AM:** Re-vamping your business plan to grow your business, pipeline and calendar
Looking at your business quantitatively and taking measurable action
The new face of prospecting
Growing your business via marketing and social online/offline
Living your metrics
The art of forecasting and projecting your business and pipeline
Growing your team
Time Management and becoming a student of your calendar
- 11:00 - 11:15 AM:** Break
- 11:15 - Noon:** Role playing, talking points and questions to overcome the most difficult sales objections.
- 12:00 - 12:15 PM:** Your #1 Take away and 3 Action Steps
- 12:15 - 12:30 PM:** Closing remarks and Key Takeaways

DAY ONE MANAGERS (PM)

- 1:00 - 1:15 PM:** Welcome. Set standards for the day. Introductions.
- 1:15 - 2:30 PM:** How to manage your people effectively so they don't leave and so they bring their best selves and ideas to work everyday
- 2:30 - 2:45 PM:** Break
- 2:45 - 4:00 PM:** Time Management and becoming a student of your calendar
- 4:00 - 4:15 PM:** Your #1 Take Away and 3 Action Steps
- 4:15 - 4:30 PM:** Closing Remarks and Key Takeaways

DAY TWO MANAGERS

- 7:45 - 8:25 AM:** Breakfast
- 8:30 - 9:00 AM:** Welcome. Set standards for the day. Introductions.
- 9:00 - 10:30 AM:** Re-defining leadership and connecting to the DNA of the company
Connecting to company values, mission, vision
The importance of being accessible and approachable
Knowing when to be: tough and nice vs. nice and tough
- 10:30 - 10:45 AM:** Break
- 10:45 - Noon:** How to manage your people effectively so they don't leave and so they bring their best selves and ideas to work everyday
- 12:00 - 12:15 PM:** Break
- 12:15 - 2:00 PM:** Working Lunch.: Time Management and Becoming a Student of Your Calendar
- 2:00 - 2:15 PM:** Break
- 2:15 - 3:00 PM:** Marketing in the 2020 Decade
- 3:00 - 4:00 PM:** Succession Planning, Recruiting, Retention, Training: Having the Best to be the BEST!
- 4:00 - 4:15 PM:** Your #1 Take Away and 3 Action Steps
- 4:15 - 4:30 PM:** Closing Remarks and Key Takeaways

Get ready to transform your business and CRUSH the future of your business!

Guarantee: Walk away with a minimum of one idea that will grow your business/mindset and bottom line or your money back.

What's one idea worth to you?

CONTACT JON FOR DETAILS, PRICING AND TO SCHEDULE YOUR
THINK BIG BUSINESS GROWTH WORKSHOP

jon@jondwoskin.com | 248.535.7796