

In a Heartbeat... What Training Programs Does Jim Jacobus Do?

Sales Training

“Living Life Large - Exceeding Performance Expectations (QUOTA) the Rest of Your Life!”

Principles are “laws or facts of nature” that work anywhere, anyplace and anytime! The ideas we share in our “LLL” keynote are just that ... principles, and we teach them as the fundamental concepts of extraordinary sales performance. Get compelled, get committed, have a plan, keep growing and take total responsibility are the qualities you find in every top sales performer and the qualities any sales manager would have every member of their team possess! Coming from a professional who never did less than 118% of quota in 16 years of sales and sales management ... the audience will know these principles, ideas and applications **ARE REAL!**

More In a Heartbeat... What Training Programs Does Jim Jacobus Do?

Sales Training Continued ...

“THE 7 Key Elements of Today’s Professional Sales Process”

In today’s sophisticated world of sales there are 7 fundamental skills that every professional sales person must master in order to succeed. The 3 key words in that statement being **“sophisticated”** – our buyers, clients, customers are smarter, better informed and have more options than ever before, **“skills”** – processes that can be learned and/or improved upon and **“professional”** – this training is for those who clearly want to separate themselves and their teams from the old school, unprofessional sales tactics of the past”!
This seminar can be taught as a Beginning 101 course, an intermediate course or as an advanced course or as an

overview for mixed levels of experience. **It is best taught as “target training”** after our computerized assessment tool “Sales Strategy Index”*. SSI assessments point out individual and collective areas for improvement and allow the training to be most effective for group process and individual coaching!

*(Sales Strategy Index is a computerized assessment tool that measures individual sales aptitude. More information is available upon request.)

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Sales Training Continued ...

“Getting to WOW With Every Customer - “THE” Strategic Sales Approach”

Our most powerful sales program and it delivers immediate results in added sales, improved customer satisfaction and higher margins - we guarantee it! This program focuses on the understanding of the four “behavioral styles” and their predictable “behavioral characteristics” to take the sales professional to a new level of competency.

Each sales person has a style that is measurable and

with that style comes predictable methods of carrying out their sales responsibilities ... some good, some not so good. With this style also comes a natural ability to sell to those “like” themselves but challenges with the others! This dynamic program first takes the audience through the process of understanding themselves, making the most of their strengths and minimizing the impact of their challenges. Then it walks them through an understanding of how and why all four “behavioral styles” buy products and services with specific strategies for success with each! Program available with or without Champion Education Resources computerized “Behavioral Style Assessment” or “Personal Interests, Attitudes and Values Assessment”.

Note: All sales programs are appropriate for one hour, half, full or two day venues as well as break out sessions!