

Coach Excellence School for Sales & Service

Will you Coach me?

This is a question today's sales leaders will be challenged to answer. Our 2020 & beyond consumers have a strong desire to communicate their ideas and have open dialogue. They are accustomed to receiving an overflow of feedback in the form of comments, likes, loves, and shares.

In order to attract and retain loyal clients, service providers will be called to apply coaching, throughout the sales process.

Will it be you?

The Coach Excellence School® curriculum is based on the Principle-Centered Coaching® system, proven effective for more than nineteen years.

This innovative program has been designed and continues to be enhanced by sales leaders, master coaches, trainers and professionals.

The facilitators are committed to delivering the best mediums for sales training, e.g., in-classroom experiential learning, individual coaching, group coaching, mentorship, masterminds and opportunities to practice.

We offer several customizable training options to align with your organization's purpose, mission, values and vision.



COACHING STATISTICS

Zenger Folkman's feedback surveys revealed measurable and distinct differences in the results produced by the best coaches.

- 8 times higher levels of engagement and commitment.
- Over 3 times more willingness to "go the extra mile" for the team or organization.
- 2.5 times higher levels of job satisfaction.
- 2 times higher ratings of supervisor effectiveness.
- Half as many team members thinking about quitting.
- Dramatically higher levels of service and satisfaction.

CUSTOMIZED COACHING PROGRAM OPTIONS

Skill Development Introduction

Align Sales &
Service with Coaching

Coach School Level One

Create an Engaged
& Loyal Culture

Coach School Level Two

Advanced Communication
& Social Intelligence

Successful corporations will be held accountable and urged to prioritize strategic professional development in order to establish, equip and elevate high standards of excellence for sales and service team members. Coaching facilitates in a manner that inspires people to take initiative, increase commitment and accelerate leadership.

Innovative coaching and communication disciplines support new and loyal clients to identify how the company products or services can add value to their lives. When customers are engaged, they purchase with enthusiasm.

These skills will transform how sales professionals connect, build relationships and empower the people they serve.

For a complimentary strategic consultation and professional development assessment, connect with:

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