



**QCB SOLUTIONS**  
**THE ACHIEVEMENT CENTRE**  
**DECIDE WITH CONFIDENCE**

**270 Lakeshore Road North**  
**Meaford, ON., N4L1W5**  
**Toll Free: 1-866-524-2722**  
**Local: 1-519-538-5711**

**email: jag@qcb.info**

## ACCISS

- **To develop a solid foundation of basic selling skills**, to start achieving a higher level of sales success.
- **To develop the habit of maintaining a high level of self-motivation**, that only comes when people identify what is truly important to them as an individual. By developing this attribute, they will become a "self-starter" and thus function more effectively.
- **To learn and apply the essential Selling skills** necessary to meet and exceed their objectives. Specifically, we will develop these areas and those identified as important to the program sponsor, the manager, and the participants.

To be defined:

Our solution will address all of these issues and more! An important part of our training is assuring that the ideas are practical, relevant, and useable immediately.

We provide a step-by-step goal-oriented process that will turn everyone's' ideas and thoughts into clearly defined, written activities that produce desired results. We are with you, and your people, throughout the process to provide coaching, encouragement and ongoing support. There will also be much opportunity for discussion and feedback.

We meet with the participant(s), 30, 60, 90, and 120 days after completion of the process to ensure that everyone is maximising the concepts learned, and that they are consistently implementing them effectively.

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Our process works because the material **incorporates the power of spaced repetition**. All the key ideas are available through audio tape, books or study guides, so that you can conveniently and easily review the material several times between training sessions in order to let the ideas really "sink in".

Our process also works because it incorporates the power of a **goal-oriented plan of action**. We help everyone to define what they really want from their job, and then we will work with them to show how to accomplish those goals. This process will help move everyone to a higher level of achievement, greater job satisfaction and personal happiness. Daily and weekly activities are monitored to teach goal-setting habits and to show them how to take positive action to accomplish their desired results.

This entire process will help you, your people, and your organization to further develop that "slight edge" over your competition because everyone will be working smarter and not harder, so that they can close more sales, earn more money and raise the organization's market penetration.

## ACCISS

### The Ultimate Sales Development Process

#### Introduction

#### Success

#### The Selling Professional

#### Building Relationships

#### Profitable Client Strategies

#### Seeing the People

#### Asking Questions

#### The Presentation

#### Asking For Action

#### Handling Objections

#### Process material and facilitation.

- 1 x Kick-Off session
- Eight process sessions
- 4 follow up sessions
- Audio CD.
- Lesson Manual
- Success Planner – learning exercises that support the process.
- Win-Win goal plan.