

Bill Benjamin

2010 - Bring it On!

WHAT IT TAKES TO GET BACK IN THE GAME AND SUSTAIN PERFORMANCE



2009 was a tough year – was your sales team as resilient through the downturn as you hoped?

As 2010 approaches, you want a team that says: “Bring it on – I’m ready to get back in the game and make it a great year!” Bill Benjamin can help make that happen. With his trademark energy, inspiration, and a clear, practical approach – including great hands-on tools and techniques – Bill will show your team how to increase their sales performance.

Partial Client List

Air National Guard
Alcon Labs
Avaya
BlueCross BlueShield
Chicago Mercantile
Exchange
CIBC
Durham Police
Eli Lilly
Federal Reserve Bank
Franklin Templeton Investments
GlaxoSmithKline
Hannaford Grocers
Intel
Intercontinental Hotels
IRS
HBO
Johnson & Johnson
Level 3 Communications
NASA - Johnson
Space Center
Nextel
Northern Trust
Novartis
Sprint
Pemco Insurance
Pershing
Pfizer
Precor
U.S. Army
U.S. Probation Office
Verizon
VHA Surgeons Conference
Wells Fargo
YMCA

This program will motivate your sales people to get back in the game (and back on the phones) after a difficult year. The program is based on a key principal of human performance: **under intense pressure, uncertainty and fatigue, individuals think and behave very differently than in the absence of pressure and fatigue.** This program will help your sales personnel:

- Do the things they know they need to do; i.e. make calls
- Understand the traps they fall into that derail performance
- Truly listen to and connect with clients’ needs
- Have a positive impact on the people around them

As well, it will help sales leaders coach their people to deal with the challenges they face more successfully.

"Bill was just great and the feedback from the sales people was off the charts. They were gushing about the content and how they saw applying what they learned in their professional and personal lives!"

Crowne Plaza Hotels – National Sales Summit



Sales Performer Program

This program first helps individuals understand traps they fall into that can derail their motivation and performance. Sales people can become overwhelmed by the current market’s stress and turbulence: add their customers’ anxiety to the mix and they must learn how to properly manage this. Otherwise, the emotions that result from this stress and uncertainty will ‘infect’ their key relationships and damage their performance. Incorporating the same techniques that we use with Olympic athletes, your sales people will learn how to get back to the top level of performance. Bring it on!

Sales Leader Program

Sales Leaders deal with the same pressures as their team. If they allow anxiety to infect their sales team, they will derail performance. Great sales leaders not only demonstrate how to respond to turbulent times, they also coach and motivate their sales people to stay focused and do what they know needs to be done during those times.

Our results speak for themselves: a large pharmaceutical company who took this IHHP training program saw a 12% increase in sales. During these challenging times, you can’t afford not to provide this critical learning to your sales teams!