



Develop Sales Leaders Who Set the PACE and Drive Results. This newly redesigned training program empowers leaders across the organization with strategies and tactics for transforming their leadership style, inspiring their teams, and driving growth.

Deploy our proprietary models, methods, and frameworks to understand leadership performance gaps and opportunities for development, create personalized and immediately actionable development plans for oneself and their teams, and discover the critical elements of a high-performing sales culture. Learn strategies and tactics to create an environment for success, motivate sales professionals, foster professional development, and deliver results. Discover how to break through performance barriers using our proprietary GROWTH Coaching model and give prescriptive, actionable feedback. Create a common leadership language and structured development process that drives alignment towards business goals and elevates the professionalism of the organization. **This program includes quarterly cohort follow-up sessions led by a dedicated Carew Coach and tailored to your specific needs to sustain momentum and maximize your investment.**

What You'll Learn



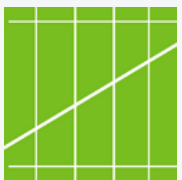
Creating an Environment for Sales Success

Learn the components of job performance that sales leaders can leverage to support and accelerate the success and advancement of the sales professionals on their team. Understand the psychology behind the importance of creating the right environment and where to focus your leadership time and effort.



Building Team Engagement

Understand the psychological contract that exists between companies and their employees and the sales leader's role in optimizing that relationship within their teams. Explore the key drivers of individual motivation. Learn a powerful problem-solving method inspired by Carew's GROWTH coaching model. Participants profile their own temperament/talent style and those of their sales team to effectively communicate, motivate, and deploy them based on individual and group characteristics.



Assessing Performance & Implementing Development Strategies

Learn about the Performance Continuum as an assessment and developmental planning tool. Understand the appropriate leadership role at each phase. Identify the knowledge, skills, attributes, and contributions across job families specific to your organization. Learn to diagnose ability and willingness to perform against expectations. Craft development plans. Acquire an essential time management tool to determine where to invest developmental time with team members for the greatest productivity.

More →



Leadership Strategies for Development & Performance Improvement

Identify effective feedback styles and guidelines along the Performance Continuum. Understand the variables that impact how coaching is received. Use Carew's one-with-one meeting approach to learn proven communication models for delivering performance feedback, coaching, collaborating, and counseling for continuous improvement. Master delivering specific, prescriptive, and actionable feedback focused on the behaviors required to achieve desired outcomes.



Program Benefits

- Increased revenue and profit
- Increased sales productivity
- Common language, process
- Sales team retention, growth
- Improved talent acquisition
- Increased organization alignment
- Increased professionalism



Who Should Attend

- Graduates of DPS®, APS®, & TSR™
- New and Emerging Sales Leaders
- Experienced Leaders to Elevate Skills



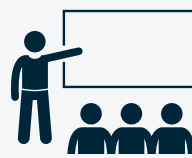
Program Highlights

- Client-specific customization
- Proprietary process models
- Energy, interaction, fun
- Participant Certification



Reinforcement

- Personalized Smart Room
- Online LMS
- Thought Leadership
- Alumni Community Forums



Delivery Options

- Live Onsite Instructor-led
- Live Virtual Instructor-led
- Custom Onsite/Virtual Blend
- Train-the-Trainer Certification



Program Duration

- Onsite: 2.0 days
- Virtual: 5.0 days | One 3.0 hr. sessions/day