

Sales To Success



"I absolutely loved the Pivotleader Sales to Success course and appreciated the recordings. I especially liked the psychological and the technical aspects of the program. There were great discussions, I have incorporated the upfront contracts in my sales process and I am handling objections much better. I have new insight and my overall sales have increased so I am earning more" - Robert H, Sales to Success 2021

PIVOTLEADER
INC



PIVOTLEADER INC.
WWW.PIVOTLEADER.COM
250-617-7467

COURSE DESCRIPTION

In today's post-COVID business environment, companies are faced with increased competition. More than ever, there is a need for highly-trained sales professionals who can build relationships and achieve results.

With a professionally-trained sales team, employers experience consistent results and can plan for the future without the distraction of costly staff turnover.

Pivotleader's Sales to Success course incorporates well-known training practices from Sandler, Brian Tracy, Grant Cardone, Dale Carnegie, and more. It is designed to inspire and invigorate sales professionals who want to deliver better results and earn more income. Participants will improve their sales performance, overcome objections, and outperform their competition.

Learning will be assessed throughout the course by way of self-assessment, personal reflection, group participation and discussion, and in-class quizzes.



Our Guarantee

You will see increased sales, experience better results, and enjoy more success in your professional sales career.

COURSE FORMAT



4-month program



Weekly accountability-reporting and tracking



One 60-minute classroom training each week facilitated by experienced sales trainers



Access to books, sales resources, videos and inspirational materials to support your learning



Two 60-minute one-on-one training session each month with a sales coach who will help you develop as a sales professional



End of course, celebratory wrap up event and certificate upon completion

COURSE OUTCOMES

Upon completion of Pivotleader's Sales to Success program, participants will have a greater knowledge of the ability to implement the keys to successful selling. They will understand and learn to:

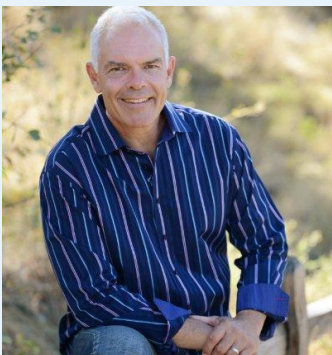
- prospect like a pro - call and contact customers with confidence
- ask better qualifying questions
- motivate prospective customers to buy
- overcome objections early without panic
- present with confidence
- close sales without coming across as pushy
- build relationships of value that will lead to repeat business

PROGRAM COSTS & CLASS SIZE

Total Program Cost: \$3,500 CAD + GST billed as \$ 875 per month.

Class size is limited; Discounts available for multiple seats.

MEET YOUR INSTRUCTORS!



RHEECE HARTTE, CPBC

With more than 45-years of experience in sales, sales management, and sales systems development, we are pleased to welcome Rheece Hartte to the Pivotleader team. Rheece's career highlights include managing a sales team of 50 people and managing his own sales brokerage while operating four other businesses. He is a Canadian Professional Business Coach, who enjoys working with sales professionals so that they may become more consistent in achieving their goals.



ED GRAYDON, CPBC

A Canadian Professional Business Coach (CPBC), Ed Graydon spent over 30 years honing his sales and marketing skills before leading Graydon Security through several mergers and acquisitions which lead to the company's 2018 sale to a Canadian telecommunications company. Ed is a passionate advocate for small business and has seen first-hand the impact that a well-functioning sales team can have on the bottom line.

Who is Pivotleader?

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WHO ARE WE?

We are business coaches, brokers, trainers, and consultants who help business owners like you achieve their goals. Each of us has owned, built, and sold our own businesses, and we are ready to help you find the same success.

The team at Pivotleader is here to help you:

- **Grow** your business
- **Train** your staff
- **Sell** your business when the time is right.

Reach out today for a confidential consultation 250-617-7467 and learn how we can help.

200+

Years of combined
experience

450

Satisfied Clients

3

Continents



Professional Business
Coaches Association
CANADA

WHAT THEY'RE SAYING ABOUT US ...



Grow

"In the 6 months I've been working with Dave, he has helped me grow my company's sales to 3x what they were before! Not only has he made a huge difference in my bottom line, he has given me tips that have helped in all aspects of the business. I would highly recommend Dave to any entrepreneur who wants to take their business to the next level." - TM, Owner, Tech Company



Train

"Dave and Norm's relaxed, confident approach pairs instruction with knowledge-sharing, offering a cogent blend of real-world examples, data-based research, and candid personal experience from which anybody in any stage of career can benefit." - CB, Prince George



Sell

"Dave and Norm and the Pivotleader team were exceptional in helping us prepare our business to the point where we were able to sell the company. Their support as we went through the sales process and due diligence enabled us to stay on course and reduce our stress levels" - Perry Cloarec, Everguard Fire Equipment

CONTACT US TODAY TO ENROLL - 250-617-7467