

Resilient Selling Skills Training

One Day Workshop with Bill Carson
Certified Resilience Trainer and Sales Coach

Resilient Selling Skills Training

Teaches salespeople the mindset skills and Strategies to function at peak effectiveness in business, relationships and life. The pace of client and customer demands and expectations is placing greater demands on our brains.

“Most people do not know how to use their brains effectively...Just as physical fitness and health is important and requires our attention, the same is true of the brain.”

If you're not exercising your brain effectively in sales, you're at risk of underperforming and suffering unnecessary ongoing stress.

One Day Workshop

Resilient selling skills training is vital to build the mental and emotional wellbeing of sales professionals.

For each participant it enhances self-knowledge and self-leadership to bring increased professional and personal success. Better outcomes for their organisation, clients, stakeholders, family...and themselves.

*Skillset and
Mindset*

Your Outcomes

Empower your sales team through learning:

- How to identify stress triggers, and regulate your emotions to stay calm and not overreact in stressful work situations
- How to develop strong meaning and purpose in your work
- How to bounce forward from negative work AND life experiences
- How to not get triggered by other people and work more collaboratively
- How to improve your planning and reduce the impact of unplanned events

Your Tools

- Pre-workshop, participants will receive a measure of their current mindset fitness and resilience across six domains:
 - Purpose
 - Composure
 - Reasoning
 - Tenacity
 - Collaboration
 - Health
- Following the workshop attendees gain access to an online interactive learning program to continue exercising and building mindset fitness and resilience
- We will also introduce attendees to a powerful app that teaches how to release and remove the blocks and resistances that are preventing salespeople from performing at their best.