



do you need a sales coach?

Increased results, accurate forecasting, behavioral change, sales effectiveness and consultative selling are all words our clients have used when describing how Conselleo has helped them. Conselleo transforms sales organizations by changing the behaviour of sales people, from selling to solving, increasing their effectiveness while accelerating their results.

Since 1994 Conselleo has trained and coached over 15,000 sales people from a wide variety of industries around the world. By implementing our proven sales methodology our clients achieve; increased revenues, accurate forecasts & sustainable change in sales behaviour.



What makes Conselleo different?
Our integrated formula for achieving sustainable sales success:

- a proven and easily administered sales methodology
- sales training and **follow-up coaching services**
- simple and affordable web based tracking software

Our clients include:



Microsoft



sales coach



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about your coach

While with Apple Computer, Ian was recognized in 1990 as the "Top Sales Person in the World", for his sales success. In 1994 Ian developed a sales consulting, training and coaching firm known as Conselleo. In 1999 he authored a book entitled "*If You Were Arrested For Selling, Would There Be Enough Evidence To Convict You?*" Ian also shares his sales and management experience as a professional speaker on an international basis as a member of the National Speakers Association.

about the sales coach program

The objective of the Sales Coach Program is to help ensure that graduates of Conselleo's Consultative Selling Programs are able to fully implement Conselleo's methodology in a manner that delivers maximum results through accountability and ongoing development. Conselleo's Sales Coach Program is facilitated on a monthly basis in small, intimate groups/pods of 5 sales people. Each session is approximately 2 hours in length. The topics we cover in the Sales Coach Program are:

- ❖ Opportunity Pipeline Management
 - ❖ Activity Management and Accountability
 - ❖ Strategic Deal Coaching and Strategy
 - ❖ Consultative Selling Skills Fine-Tuning
- For more information or to register for this program contact ianselbie@conseleo.com

Your investment to engage in Conselleo's Sales Coaching Program is **\$69.95** per month or \$599 for a for full year. There are 10 coaching sessions a year.

