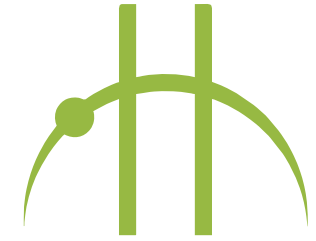


LEADERSHIP & SALES INFLUENCER



EXPANDING YOUR HORIZON

**How much time
do you spend
Leading each
and every day**

**You know there are only
5 areas of Sales management
effectiveness How much
doing is your sales
manager doing vs Managing?**

**Where is your business
positioned in the BLC?
Do you know the key
characteristics?**

**Does your sales team
know and use the
CSR selling model?
Many are at the transactional
level, few at a strategic level**