

ELEVATE YOUR CAREER WITH CAREW INTERNATIONAL'S EXCELLENCE IN SALES LEADERSHIP™ (ESL) VIRTUAL TRAINING PROGRAM

Our training program equips you with the tools to advance your career. You'll learn best practices for talent management, team optimization, and improving business impact. We also cover creating a successful environment, motivating sales professionals, and delivering results. Our problem-solving model helps you overcome performance barriers and provide actionable feedback. We establish a common leadership language and structured development process that support your sales organization's goals.

NOV

7

9:00 AM - 12:00 NOON
2:00 PM - 4:00 PM

Module 1

Leading by Example – Strength Deployment
Inventory (SDI) 2.0

Module 2

Managing the Business Deal

NOV

8

9:00 AM - 12:00 NOON
2:00 PM - 4:00 PM

Module 3

Assessing Performance Levels

Module 4

Implementing Developmental Strategies

NOV

9

9:00 AM - 12:00 NOON
2:00 PM - 4:00 PM

Module 5

Counseling for Improved Performance

Module 6

Leadership Results Through Planning

**PROGRAM TIMES ARE EASTERN DAYLIGHT TIME*

Upon confirmation of your attendance, detailed program information, including a link to complete the Pre-program Requirements Questionnaire, will be emailed to you. This will enable you to provide information, including an address to ship program materials. Please note, attendance at all sessions is required for the successful completion of the program.

800.227.3977
carew.com



TAKE THE LEAD®

FACILITATION TEAM

Jeff Seeley, CEO

Erik Wetzel, Master Trainer