



Excellence in Sales Leadership™

Open Enrollment Workshop
Virtual Leadership Training
April 8-12, 2024

[Reserve My Seat](#)

Workshop Details

Duration: This live, virtual, instructor-led workshop spans 5 days with one engaging 3-hour session each day.

Format: This workshop is designed to offer a dynamic learning experience through keynote presentations, facilitated discussions, interactive breakout room activities, and collaborative group exercises.

Investment: The fee is \$5,300 per attendee and includes four individual one-hour coaching sessions post-workshop to ensure the application and reinforcement of learning.

Overview: This year, we've completely overhauled our **Excellence in Sales Leadership™** program to bring you the latest in leadership strategies and tactics. Led by Carew Senior Facilitator Erik Wetzel, our enhanced workshop is designed to empower you with the tools and insights needed to drive success and achieve outstanding results in your leadership role. You will learn best practices for talent management, team optimization, and improving business impact, as well as:

- Components of job performance to support and accelerate team advancement
- An understanding of the psychology behind creating the right team environment
- The key drivers of individual motivation
- A powerful problem-solving model that engages team members in problem identification and solution development
- The Performance Continuum as an assessment and developmental planning tool
- Effective feedback styles and guidelines and an understanding of the variables that impact how coaching is received
- A common leadership language and structured development process that supports organizational goals