

# Setting the PACE

## EXCELLENCE IN SALES LEADERSHIP™™

### Open Enrollment Workshop

Virtual Leadership Training

March 31 - April 4, 2025 | 11:00 am - 2:00 pm EST

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## Workshop Details

### Benefits:

Led by Carew Senior Facilitator **Erik Wetzel**, Carew's newly redesigned **Excellence in Sales Leadership™** workshop will empower leaders across your organization with strategies and tactics for transforming their leadership style, inspiring their teams, and driving growth.

Participants will gain a clear understanding of their leadership performance gaps and opportunities for development, create a personalized and immediately actionable development plan for themselves and their teams, and discover the critical elements of a high-performing sales culture. The workshop includes:

- Personal Strengths Portrait and Conflict Sequence assessments
- Problem-solving inspired by Carew's GROWTH Coaching Model
- One-with-One Meeting approach and techniques
- Motivation best practices
- Strategies to reduce conflict internally and externally
- Tactics to increase overall team performance and reduce interference and turnover

### Format:

This live, virtual workshop spans five days with one engaging 3-hour session each day.

Experience a dynamic learning environment through keynotes, facilitated discussions, interactive breakout room activities, and collaborative group exercises.

### Investment Options:

- Standard Workshop: \$2,900 per attendee
- Enhanced Learning Package: \$5,300 per attendee - includes four individual one-hour Carew Coach coaching sessions post-workshop for personalized skill application, consultative support, and learning reinforcement.