

Everybody is in Sales

> Leader or Manager



What to Expect

- Improved understanding of the leadership role
- Identify the key success factors of successful leaders
- Increased sales performance from sales teams
- Individuals will identify leadership vs management
- Increased staff retention through development of individuals
- Plan for continuous improvement

About the Program

- Understand your business-initial discussion with selected participants
- Program delivered as a facilitated session - your location
- Individual action plan for follow up sessions
- Optional follow up program
- Additional contact support

Program	Program Outline
Leader or Manager	<ul style="list-style-type: none"> • Business today • The leader's role • Understand your leadership style • Determine the impact of your style • Decision making, goal setting, effective time user • Develop teams and individuals • Promoting team effectiveness • Communicate with impact • Developing leadership priorities • Creating high performance teams • Effective team relationships • Delegation and problem solving • Developing team/individual goals • Review process with impact • My leadership plan
Continuous Improvement Option. Follow up session - your location(s)	<ul style="list-style-type: none"> • Team member feedback • Review leadership plan • Opportunities for improvement • Revised leadership plan

About Us...

AgExcellence is a training and development consultancy committed to building workforce capability through the delivery of customised solutions based training and development. AgExcellence specialises in sales, business, communication, management and leadership programs designed specifically for the retail sector.

Why choose AgExcellence?

We don't just deliver training. Our focus is on integrating solutions to empower your personnel and arm them with the skills they need to improve their productivity and increase profitability. We take a holistic approach to achieving the goals set for your business by implementing a structured, sustainable and measurable process. We bring over 35 years of frontline and senior management experience combined with outstanding facilitation, friendly, responsive and personalised service.



Training your business...is our business

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