

SOURCEPOWER

Reveal Your Secret to Sustained
Sales Manager Results



ALWAYSSTRATEGIC

YOUR SELLING ADVANTAGE

Sales Managers are at Risk

IT'S THE SALES MANAGER WHO :

- Sets the pace for the team
- Motivates and inspires salespeople to succeed
- Is responsible to recruit and retain the best salespeople

YET THEY:

- Fall behind due to extreme demands
- Get pulled in every direction, with constant distractions
- Fear turnover and worry about finding new talent

AND:

- Don't fully understand what contributes to their successes or failures
- Are at risk for burnout...or are already there!



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PROGRAM GOALS

SALES MANAGERS WILL:

- Learn first about themselves, then apply new thinking to lead the team
- Challenge assumptions about what it means to lead salespeople
- Embrace new perspectives for what it takes to grow sales
- Renew passions and discover what's most important in their role
- Gain personal and professional insights that will be valued for life
- Create an implementation plan for their return to work



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PROGRAM DETAILS

- 8 Managers for small group interaction and experiences
- In-depth written and verbal feedback
- Coaching from **ALWAYS**STRATEGIC and program peers
- TriMetrix Personal Inventory by TTI Success Insights
- 2.5 days of personal exploration, discovery, and insights
- One day outdoors for an exclusive equine learning experience
- Guidance and tools for creating an action plan for the return to work

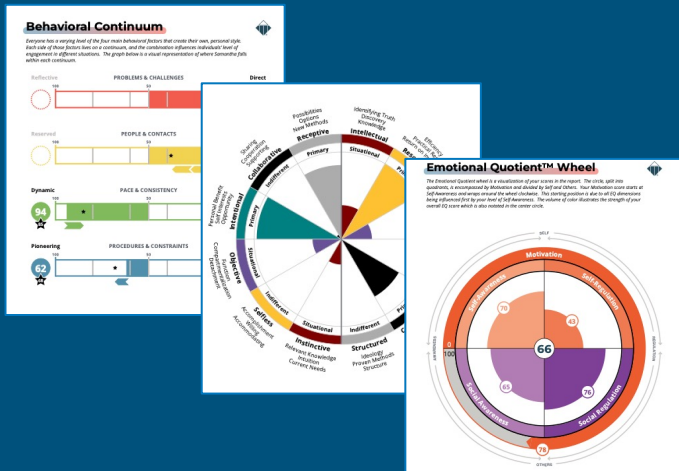


IN-DEPTH PERSONAL/PROFESSIONAL INVENTORY

TriMetrix EQ

Manager Inventory for deep understanding of strengths and areas for growth. 60 page report about:

Primary Behaviors
Driving Forces/Motivators
Emotional Intelligence



RANCH LEADERSHIP EXPERIENCE

Horses reveal the inner leader

Spend a day on a ranch to experience the challenges and rewards of leading a horse. No riding is involved, just leading and that's where the learning comes in!

- Unlike any other manager training experience
- Horses teach us how to be authentic and much more!
- An experience to be remembered for LIFE!



Rob Langejans

Your Guide



Sales Coach.

Specializes in complex selling situations

Sales Trainer.

Certified by Franklin Covey, Ken Blanchard, Blessing White, Miller Heiman, ATD Coaching and TTI Success Insights

Speaker.

Sales meetings, professional conferences, TEDx

Innovator.

Focused on strategic content and human connection

Communication Consultant.

Complex sales, sale methodology, and communication strategy



SOURCEPOWER AGENDA

Day 1, 8:00am – 5:30pm

Day 2, 8:00am – 5:30pm

Day 3, 8:00am – Noon

SOURCEPOWER LOCATION

Scottsdale, Arizona

Event venue will vary by program

SOURCEPOWER INCLUDES

- Unmatched learning experiences that will challenge leaders and managers
- In-depth analysis and coaching
- TTI TriMetrix Assessment
- Thursday experiential learning away from the hotel
- Implementation plan for the return to work
- Breakfast, lunch and happy hour each day

Investment varies by date and venue. Contact us for investment details.

LOGISTICS



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Visit our website to enroll:

www.alwaysstrategic.com/sourcepower



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