

# BUILDING A WINNING SALES CULTURE

## DRIVING TOWARDS HYPER SALES GROWTH



The path to increased profitable sales includes creating a culture where people want to deliver 100%, putting the best performers in the sales seats and consistent application of proven systems and processes. Winning sports teams follow just such a formula, and here it is for sales!

This program is presented by **Jack Daly**, a professional sales coach, speaker and expert in corporate culture, inspiring audiences to take action in customer loyalty and personal motivation.

### Testimonials:

"I attended Jack's 2 hour seminar at the EO (Entrepreneurs' Organization) Tokyo University. He is the best speaker I have ever heard. As a direct consequence of his presentation my business won a \$41 million sales contract."

**Tim Green** - Managing Director, Tim Green Commercial, YPO Sydney

"Our conversion rate went through the roof after seeing you. We went from around \$900 million funds under management at the time to \$3.2 billion today and that occurred in the aftermath of the great financial crisis when many of our competitors were struggling. I feel a sincere thank you is in order for all that you have done to help us."

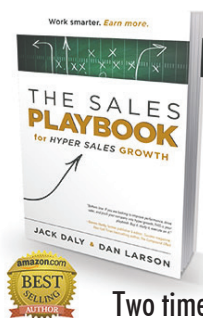
**Tim Samway** - CEO, Hyperion Asset Management Limited

### Take home values:

- The power of a shared vision
- Proven top & bottom line benefits
- Prescription for culture success
- A fun way to grow
- Operating with a proven Sales Playbook
- Avoiding the 3 sins of sales management
- Recruiting top sales performers
- Preparation with the Success Guide
- Measurement and Accountability
- Establishing and measuring minimum performance standards
- Goal focus: accountability and measurement
- The shortest course on sales.
- Moving the pipeline to the finish line
- Standing out from the competition

### Who should attend?

Sales teams, Sales & Marketing Managers, CEOs, business leaders, and entrepreneurs. The workshop is highly interactive and practical, with tangible take-home deliverables.



Two time Amazon  
Best Selling Author

### TICKETS

Early bird - Rs. 15,000\*

Regular - Rs. 18,000

\*until 8th March, 2019

Including lunch

Limited seats available

**Monday 18th March 2019, 12:30pm to 6:30pm at the Hilton Colombo Ballroom**

For more information and to reserve tickets

Web: <http://events.eosrilanka.org>

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