

Coaching Salespeople

Coaching is not just for athletes. More and more organizations are choosing to include coaching as part of their instruction. Coaching salespeople, when done correctly, will not only increase sales, it will have a positive impact on the community and culture of a company. The benefits of coaching salespeople are numerous and worth exploring

With our “Coaching Salespeople” workshop, your participants will discover the specifics of how to develop coaching skills.

Workshop Objectives:

- Understand coaching
- Identify the difference between coaching and training
- Monitor data
- Practice coaching activities
- Affect company culture



For more information or to reserve your spot in this workshop, please contact:

Zelna Naude – 082 786 5690 – zelna@boekhoukursusse.co.za