



## Sales Coaching

Coaching by someone who has 'been there and done that' and is still in the field 'doing it' is what you get from Sales Central - please check the Our People page to see our expertise and our Testimonials page to see what others think and say.

### Your 3 essential measures when choosing a Coach -

1) **A clear understanding of the issues** that drive the need for a coach, and even more importantly, the desired outcomes of the coaching relationship.

Put simply, how do you see your current situation, what are you looking to achieve in the future and what specific steps would you like to take on the way to your desired success?

2) **A clear agreement of the process** that will be used. We believe that each coaching session should start with a review of progress since the last session and each session should end with an agreed plan for progress to be achieved between the end of this session and the start of the next session.

Your coach will, at all times, remind you of the primary goal so that you can stay focused on success despite interruptions and issues encountered on the way.

3) **An obvious skills and expertise match** between your needs and your Coach's history and experience. We aren't lawyers, accountants, doctors or engineers - our careers have been built in Sales and Marketing and we share our expertise based on real-life experiences and learning.

Therefore, we are able to advise and guide you, based on our experience-driven ability to analyse and adapt knowledge to the practicality of your day-to-day situation. After all, when you choose a Coach to guide and motivate you, you want to choose someone who has been there before, so you can leapfrog your competition by utilising Sales Central to give you a strong and ongoing advantage.

**Grant Hyman is available on 0407-219-541, ready to discuss your needs and provide a quote to get the job done !**

*(p.s. yes, when you hire our services, you will receive a complimentary copy of Grant's book - 'A Practical Guide to Selling').*

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