



COACHING FAQs





Coaching

FAQ

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Section 1:

SALES ACCELERATOR COACHING

What is Sales Accelerator Coaching?

Sales Accelerator Coaching is a powerful personal developmental tool which will dramatically improve sales performance. Grant's Sales Accelerator Coaching achieves this by improving the thought processes of sales people, thoughts which will drive positive behavioural change and ultimately lead to increased performance.

Sales Accelerator Coaching is highly specific and detailed to the exact area of pain OR powerful goal of the particular coachee.

Because Sales Accelerator Coaching is completely goal-focussed, the results are directly measurable.

How is Sales Accelerator Coaching delivered?

Unlike sales training which is a singular event in a classroom environment occurring over a few days, Sales Accelerator Coaching is a one-on-one conversation based process which occurs over a period of weeks or months.

Sales Accelerator Coaching is typically delivered in hourly sessions on a weekly basis. Grant prefers to coach via Skype or in person. Sales coaching is delivered in blocks of 5 or 10 sessions.

Who is Grant's Sales Accelerator Coaching for?

Grant coaches a range of sales professionals from highly experienced sales leaders with teams of 100+ and revenue responsibilities of US\$350 million/year to small business owners in the start-up phase. In particular Grant specialises in working with B2B sellers in the following areas:

- High-achieving and busy Sales Managers faced with the complex challenge of increasing their sales performance but struggling to effectively plan and implement strategies to achieve this.
- Sales Leaders wanting to refine and hone particular areas of their leadership techniques.
- Sales people who need to become proactive in pursuit of Powerful sales goals rather than reactive to day-to-day activities.

- Sales people who need to focus and improve very specific skills/ mindsets/behaviours to achieve Powerful sales goals
- Sales newbies – those entering the world of sales and unsure how or what they need to improve

How will Sales Accelerator Coaching help me or my team increase Sales?

- Sales Accelerator Coaching can help you explore, identify and create specific, measurable, attainable and inspiring goals around the sales process including:
 - The 3 Key Components in your Sales Funnel to increase your sales effectiveness.
 - The 4 Critical Factors of Personal Performance to increase your sales effectiveness.
 - The 7 Tried and Tested Sales Techniques and which one is best for your business.
- Sales Accelerator Coaching can help you in a specific area – e.g. sales leadership, sales management, dealer network development, hiring and firing – sales talent acquisition, effective re-structuring of sales teams, analysing sales people/

teams performance, dealer selection techniques, powerful sales presentation, sales and business planning, communication skills, motivational skills, negotiating skills, closing skills, confidence and courage, decision making under pressure, story telling.

- Once these goals are set Sales Accelerator Coaching will:
 - Force you to create strategies and set actions on a weekly basis towards achieving these goals
 - Hold you accountable for your actions and achieving your goals

Is Sales Accelerator Coaching only for people who don't know how to sell?

NO! Definitely not!

Sales training would be a more suitable tool for people who want to learn the fundamentals of selling.

Sales Accelerator Coaching is more specifically for people who need to:

- Improve a specific area of their selling process/technique.

- Achieve powerful sales targets.
- Create new positive habits around their daily selling process which will dramatically increase their sales.
- Want to seek clarity and focus in the direction to head to increase their sales performance.

Is Sales Accelerator Coaching measurable and what is the return on investment (ROI)?

YES!

Grant will work with you to set specific, measurable, attainable and inspiring goals during the first few coaching sessions, which will then become the measure of success for the coaching.

The International Coach Federation (ICF) published a study showing the vast majority of companies (86%) who use coaching services indicate that their company has at least made their investment back from coaching. In fact, almost one-fifth (19%) indicate an ROI of at least 50 times the initial investment, while a further 28% see an ROI of 10 to 49 times the investment. The median company return is 700%, indicating that a company can typically expect a return of 7 times the initial

investment in coaching. (ICF Global Coaching Client Study 2009. <http://icf.files.cms-plus.com/includes/media/docs/ExecutiveSummary.pdf>)

Why choose Grant as my Sales Accelerator Coach?

EXPERIENCE: Grant has a unique blend of experience achieving Powerful goals in the world of sales, business development, high-level sport, extreme adventure AND coaching.

NATURAL ABILITY: Grant is an explorer and has an explorer's mindset. Coupled with his Powerfully curious nature he is an excellent listener, is empathetic and extremely goal-focussed. These qualities are imperative to making a Powerful Sales Accelerator Coach. In his clients' words Grant is "unafraid to challenge you, but in a manner that is safe and non-confrontational, which is no mean feat".

AUTHENTICITY: Grant walks his talk and will challenge, inspire, coach, mentor and hold you accountable to achieving your Powerful Sales Goals.

TRAINING: Grant specialises in Sales Accelerator Coaching, drawing on his professional coaching skills. Grant is Coach trained through the Nueroleadership Institute and is an ICF (International Coaching Federation) Accredited Coach.



PROVEN RESULTS: Grant has hundreds of hours of sales coaching with proven results. See the references below. See the www.powerful-humans.com website to see more real references from real people.

"Grant's coaching skills with his knowledge in business and sales, have guided me towards achieving early success whilst developing a new market sector."

- Cory Brooks, Sales Manager, Western Advance, Australia

Contact Grant at grant@powerful-humans.com to schedule a free 30 minute introductory Sales Accelerator Coaching Call.



Section 2:

EXECUTIVE COACHING

Grant is a powerful executive coach who continues to help people all around the world achieve powerful goals in areas including:

- Improving your authentic leadership effectiveness
- Creating new positive habits around effective communication
- The secrets of motivating people to get things done
- Dealing with conflict and effectively managing the process
- Increasing self confidence and courage
- Decision making under pressure
- Becoming more empathetic as a leader whilst respecting your core personal values
- Overcoming fear of public speaking and learning the techniques to craft and deliver a powerful and professional presentation

"Grant's natural curious personality, coupled with his zest for adventure and pushing personal and professional boundaries resonated extremely well with me."

- Dan Clements, Managing Director of Identify Leaders

See the www.powerful-humans.com website to see more real references from real people.

Contact Grant at grant@powerful-humans.com to schedule a free 30 minute introductory Executive Coaching Session.

Section 3:

POWERFUL GOALS COACHING

Do you have a goal in life goal you are eager to achieve but maybe lack clarity or direction? Grant actively coaches people towards achieving the following Powerful life goals:

- How to overcome huge setbacks and move forward with a positive mindset.
- How to define and clarify your life purpose.
- How to create powerful new habits around health and fitness.
- How to create inspiring life plans to achieve powerful goals.
- How to transition and change careers.
- How to manage your relationship with alcohol in a positive way.
- How to mount massive expeditions to climb the worlds tallest mountains.
- How to publish a best-selling book.
- and more....!

"Grant is one of the most dynamic people you'll ever come across, a real pocket rocket. He's also the most supportive mentor I ever had. I left the coaching session, fired up, with renewed purpose and a clear sense of direction."

- Terence Tay, Educator

"The sessions provided a framework to help me see the 'light at the end of the tunnel' by breaking down the steps I needed to take into realistic bite-sized actions to help me move forward and re-invent my life. I am grateful for the time I have spent with Grant. Asking for his help is one of the best things I could have done for myself. If you're feeling stuck, I would highly recommend you contact Grant!"

- Beth Philips

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