

Sales Coaching

Bridging the gap between the classroom and the workplace.

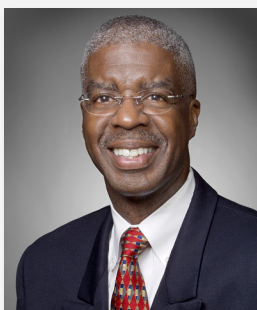


A cost-effective way to ensure that your organization's training investment is translated into on-the-job application.

ERC's Sales Coaching is a cost-effective way to ensure that your organization's training investment is translated into on-the-job application. Through one on one coaching or working in small groups, *Sales Coaching* provides ongoing support for sales professionals and sales managers who are working on long term behavior change in support of meeting or exceeding their sales goals.

Sales Coaching enables participants to:

- Refine and develop confidence in using the new skills they learned in class
- Discover additional opportunities to apply their learning as they are working
- Overcome the natural tendency to return to bad habits
- Prepare and practice sales presentations
- Evaluate their sales calls through observation



Marvin Montgomery, ERC's Sales Coach, will provide:



Additional Tools

New tools that will enhance your sales role



Additional Assignments

Continue to develop the skills that you learned in training

Sales Coaching can be arranged as a one time follow-up activity or as an on-going event, for weeks or months following the initial training.

For more information on pricing, please contact:
Chris Kutsko at 440/947-1286 or ckutsko@ercnet.org.