



Time & Territory Management[®]

Professional Development Seminar

LEARNING OUTCOMES

- **LEARN HOW TO MAXIMISE YOUR TIME WITH ANY SALES TERRITORY**
- **UNDERSTAND HOW TO BEST CATEGORISE YOUR CUSTOMER & PROSPECT BASE FOR BETTER TIME & TERRITORY COVERAGE**
- **DISCOVER HOW TO PLAN YOUR DAY AND THE ACTIVELY WORK YOUR TERRITORY PLAN**
- **ORGANISE YOUR WORK AREA AND MOTOR VEHICLE FOR GREAT PRODUCTIVITY WHILE ON THE ROAD**

Today across Australia thousands of organisations depend on the efforts and business skills of their account reps and territory managers to develop new and existing sales and business opportunities within their sales territories.

However, current research now confirms what many sales managers and business directors have known instinctively for some time; the average Australian territory manager spends less than 30% of their total time each week, face-to-face with prospects and customers. *So what about the other 70% of their time; where does that go?*

The real truth is that without training and specific coaching, many territory managers, while working hard, may not be actually managing their time and their territory as efficiently as they could be.

The one day **Time & Territory Management[®]** program has been designed specifically with territory managers and account reps in mind. Developed in Australia by experts who understand how to successfully manage sales territories and close short-term and long-term sales, this program will show your people how to use their time and their sales resources more effectively!

How Will Your People Benefit From Attending This Program?

By the end of the program your sales people and territory managers will have the tools and techniques to be able to confidently invest more quality face-to-face time in their territory, doing what you expect them to do: close more sales! Your people will discover how to work more efficiently, effectively and of course – be much more focused.

The one day **Time & Territory Management[®]** program is a skill-packed seminar designed to provide you and your colleagues with the know-how you need to succeed in getting productivity out of any sales territory.

- ✓ Create an active Territory plan which works best for your unique territory.
- ✓ Increase your territory penetration and relationship effectiveness.
- ✓ Control interruptions, email, phone calls and time spent away from working in your territory.
- ✓ Maximise your time on the road and NOT in the office.



Seminar Overview

What's Included

SESSION OUTLINE

(One-Day Program 8:30 – 5:00pm)

SESSION 1

- The benefits of using a Territory Management system
- Analysing the effectiveness of your current Territory Management methods
- The critical differences between poor, average and excellent territory managers. How do you compare?
- How to develop the daily habits necessary for achieving
- A higher level of personal and professional control
- The 5 steps to develop a daily planning system that
- Helps you invest more time in your sales territory

SESSION 2

- The secret of getting things accomplished: TRIAGE
- How to prioritise and balance your long-term sales targets against the urgent calls, emails and requests that arise each day while in the field
- The keys to maximising time on the road and getting more face-to-face time with your customers
- The secrets of mapping your days, weeks and months to enable you to spend more time on the road, finding new opportunities and less time in the office doing "stuff"

SESSION 3

- Organising yourself, your car and your office
- Discover how to keep your files, materials and systems in order by learning these new and effective personal organisation strategies
- Managing interruptions "on the road". Solutions for staying on track when the day gets busy.

SESSION 4

- **Customer & Territory Profiling**
How to develop a powerful customer profiling system that enables you to identify the prospects and customers with the greatest current and future sales and relationship opportunities
- **Master Territory Plan**
Before completing this program, you will create a Master Plan based on everything you have discovered
Leave with a complete strategy for taking your territory to an entirely new level of sales success



EACH PARTICIPANT RECEIVES

Each participant receives a professionally produced, training manual and reference material. In addition, participants receive a password to online e-learning and reference material (where they can access audio coaching files, white papers, posters, and other training materials).

ON-LINE COACHING AFTER THE TRAINING

To help participants implement all they have learnt at this powerful seminar, they'll also receive access to complimentary e-Coaching.

This unique coaching program can be undertaken 14 days after the initial training.



At the comfort of their desk and at a time which suits them, participants enjoy this coaching session which reinforces all that has been learnt at this development program.

CERTIFICATE OF ACCOMPLISHMENT

Each participant also receives a customised "Certificate of Accomplishment", to be framed and displayed at their office or home.



CONTACTING US

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