

The Road to Excellence

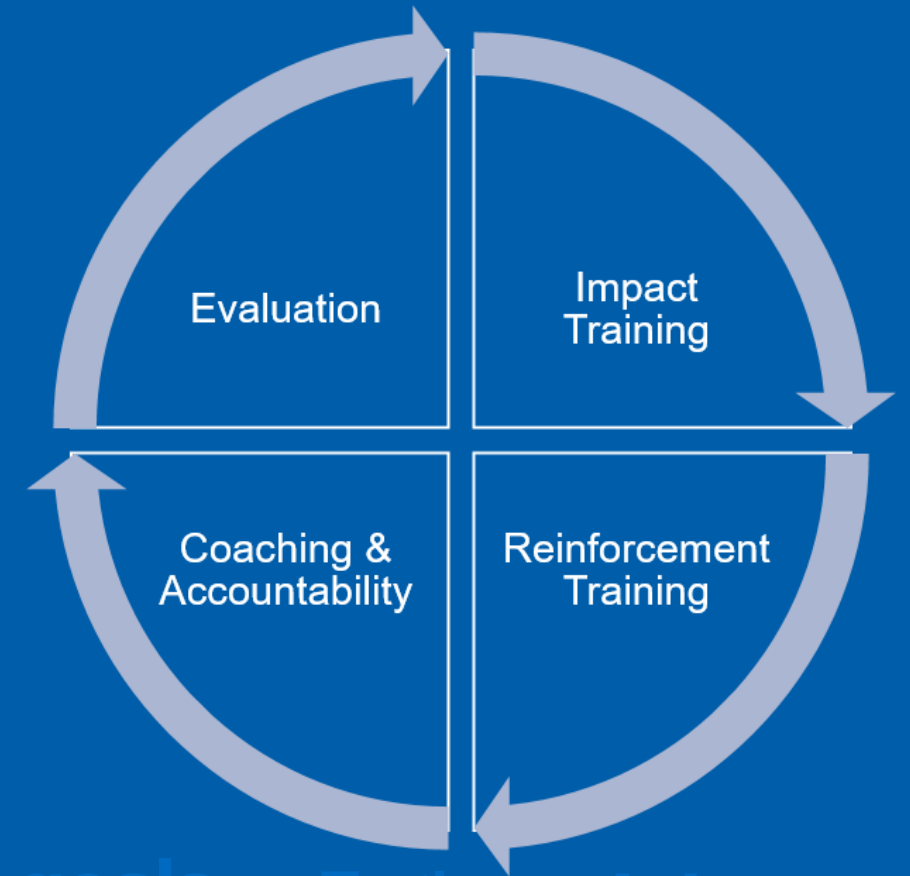
Presented by David Mattson

President & CEO, Sandler Training

Elevate Your Performance

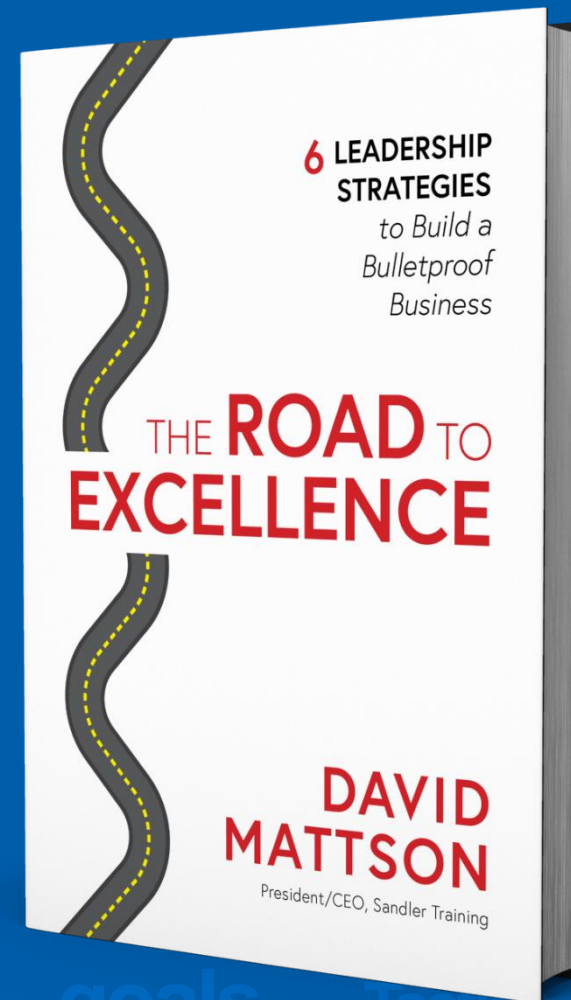
WHO IS SANDLER TRAINING?

- Experts in:
 - Leadership
 - Sales Management
 - Sales
 - Customer Service
- 250+ Training Centers in 31 Countries
- Providing over 475,000 hours of training each year



Elevate Your Performance

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BLIND SPOTS

- Not having a process for hiring
- Improperly onboarding people
- Failing to tie Corporate goals to personal goals
- Not creating a culture of accountability
- No common sales language
- Not focusing on lead generation
- Not capturing best practices
- Failing to train and coach management staff
- Not building the bench
- Not knowing how to coach
- Not sharing the vision with those who have to implement
- Fostering a culture of learned helplessness
- No methodologies and systems

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THE ORGANIZATIONAL EXCELLENCE BUSINESS ASSESSMENT

If you would like to participate in the
Organizational Excellence Business Assessment,
please provide your business card to Scott
and we will forward the link to you

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THANK YOU!

@Dave_Mattson on Twitter

strategy improve Management Process goals Tactics Advance
development amplify Accountability Discover innovate Growth increase Sales Analysis Success
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