Help Salespeople Excel with our Peak Performance Mindset Train-the-Trainer Program

About the Peak Performance Mindset Workshop
The Peak Performance Mindset Workshop offers a cohesive framework that pulls together all elements for growing a peak performance mindset. The framework gives participants the awareness to identify areas of strength and opportunities for growth. Participants will learn the actions they can take to reach their quota, achieve their personal goals, enhance relationships, improve their focus, stretch resilience, and enhance productivity and well-being.

The training is based on the latest research in positive psychology, cognitive-behavioral and brain science as it relates to the development of a peak performance mindset and how it can be improved and maintained.

The Peak Performance Train-the-Trainer Workshop has been delivered to sales executives, C-Suite leaders, sales managers, and employees at companies such as SAP, ClearSlide, ConnectAndSell, Sungard, Ring Central and Heartland Payment Systems to name a few. Evaluations from over 2,000 participants demonstrate the benefits of the Peak Performance Mindset training including: high-impact behavior, new sales records, greater team collaboration and a highly positive sales culture.

The Benefits of a High Performance Mindset
• Create a culture of peak performance through the enhanced attitudes and behaviors of sales managers and sales teams.
• Increase the capacity of sales managers to excel in performing high-impact leadership and management behavior.
• Strengthen the commitment to peak performance, including commitments to exceed quota, increase confidence and the behavioral strengths needed to excel in challenging work situations.
• Create the ability to identify and overcome internal roadblocks and the ability to handle tough situations at work.
• Expand self-awareness, positivity, mindfulness, no-limit thinking and perseverance.

The Gains Sales Managers Will Realize
• Sales leaders, managers and team members will be committed to excellence.
• Noticeable, significant behavioral change of the entire sales team.
• Sales teams and individuals will routinely outperform their competition.
• A sales team that is relentless in the pursuit of breakthrough results.
Outline of the Train-the-Trainer Certification Program

Part 1: The Foundation of the Peak Performance Mindset.
Part 2: The role of the “Inner CEO” and the 6 mindset growth drivers.
Part 3: Transforming and growing the Mindset of the Sales Team and individuals.
Part 4: Practice Session
Part 5: Peak Performance Mindset Assessment.

Date: Friday, July 22nd, 2016
Time: 8:30 am – 5:00 pm
Place: Hotel Nikko, San Francisco

Cost: $3,000 until June 10, 2016. For two or more representatives from the same organization, the cost is $2,500 per person. After June 10, the fees will be $3,500 per person and $3,000 for each additional person. Cost includes the Peak Performance Mindset Train-the-Trainer Workshop, ten Participants Workbooks, ten Peak Performance Mindset Journals and ten Peak Performance Mindset Assessments. Plus, the 160 slide Power Point presentation including 12 video clips and the Peak Performance Mindset Leader’s Guide.

License includes: The rights to deliver the one-day workshop to salespeople and sales managers for a period of one year. There is no additional fee for the first 10 participants. For each additional person trained, the license fee is paid through the purchase of one participant workbook, a Peak Performance Mindset Journal and the Mindset Assessment book at the cost of $279. The consultant will agree to send the final course evaluations to Selling Power.

License renewals: Eligibility: If, after one year, the client has successfully trained over 100 participants and supplied the course evaluations for each participant, the client will be granted a license renewal and offered the opportunity to enroll in the Advanced Mindset Train-the-Trainer Workshop.

Cancellation: If the client cancels the participation in this workshop less than 30 days prior to the event, a refund of 25 percent of the tuition will be returned to the client. The client can apply the fees to another train-the-trainer workshop by paying a 25 percent rescheduling fee.

Eligibility: Facilitators/trainers working in sales training or HR departments, training organizations including those who run their own consulting business. Background in sales management and public speaking.

Workshop goal: For participants to receive accreditation to present the Peak Performance Mindset Workshop.

Accreditation: To receive accreditation, participants will have an opportunity during the day to demonstrate competence in the Peak Performance Mindset Workshop. Accredited trainers can deliver and sell Peak Performance Mindset Workshop training to new and existing clients and within their own organizations.

Background reading: Upon receipt of registration and payment, each participant will receive a copy of the license agreement, all reading materials and all training resources for pre-review.

**The Peak Performance MINDSET**

1. **MINDSET WORKBOOK**: The 12 Week Playbook to a Happier and more Successful Life by Gerhard Gschwandtner. This book will allow you to translate the content into action during the Peak Performance Mindset workshop. 105 pages, spiral bound, 8½ x 11

2. **MINDSET JOURNAL**: The 12 Week Journal to a Happier and more Successful Life by Gerhard Gschwandtner. This contains daily self-discovery questions, daily affirmations, weekly lessons to eliminate unhelpful thinking and weekly summaries of your progress. Plus, a curated reading list of 39 mindset expanding books. 225 pages, spiral bound, 8½ x 11

3. **MINDSET ASSESSMENT**: Designed to measure and track your mindset KPI’s, encouraging you to excel week after week. 33 pages, spiral bound, 8½ x 11

Gerhard Gschwandtner

Gerhard is the founder and CEO of Selling Power magazine. Gerhard established his reputation as a sales guru by training over 10,000 salespeople in Europe and the U.S. His mission is to contribute to the success of sales leaders with SellingPower.com, a sales media site that’s visited by over 100,000 sales leaders every month. He is the author of 16 books on selling, sales management, and sales psychology. Over 100,000 sales executives watch his daily video interviews with sales leaders online (free) on www.sellingpower.com/video.

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