

Join us on December 6th 2017 at the Ritz-Carlton, Philadelphia



HELP SALESPEOPLE EXCEL WITH OUR **PEAK PERFORMANCE MINDSET** **TRAIN-THE-TRAINER WORKSHOP**

Get accredited to deliver Peak Performance Mindset training

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 PEAK 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 road-blocks 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.
- A 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 WORKSHOP

PART 1: The Foundation of the Peak Performance Mindset

PART 2: The role of the "Inner CEO" and the 10 Peak Performance Mindset Behaviors

PART 3: Self-Management tools for Peak Performance

PART 4: Practice Session

PART 5: Mastering the 3 growth strategies for Peak Performance

DATE: Wednesday, December 6th, 2017

TIME: 8:30 am – 5:00 pm

PLACE: Ritz-Carlton, Philadelphia

COST: \$3,800. For 2 or more members from the same organization, the cost is \$3,300 per person. After October 30, the fees will be \$4,300 per person and \$3,800 for each additional person. Cost includes the Peak Performance Mindset Train-the-Trainer Workshop, a participant Workbook, a Peak Performance Mindset Journal and access to the online Peak Performance Mindset Assessments. Plus, the 160 slide Power Point presentation including 14 video clips and a comprehensive Peak Performance Mindset Trainer's Guide that includes thumbnails of all slides and talking points.

LICENSE INCLUDES: The rights to deliver the one-day workshop to salespeople and sales managers for a period of one year. For each person trained, the license fee is paid through the purchase of one participant workbook, and a Peak Performance Mindset Journal at the cost of \$220 (Quantity discounts available). The consultant will agree to give Selling Power full access to trainee's online assessments.

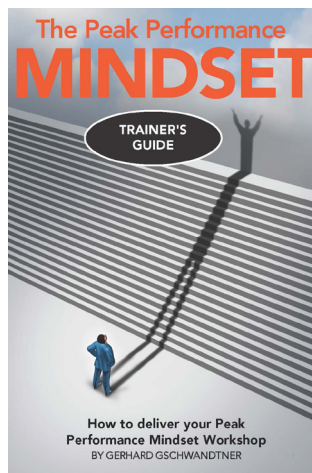
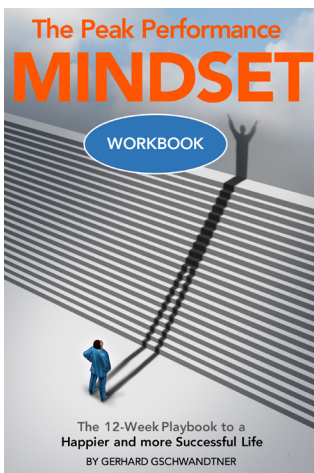
LICENSE RENEWALS: Eligibility: If, after one year, the client has successfully trained over 100 participants and supplied the course evaluations for each participant, the client will be granted a license renewal and offered the opportunity to enroll in the Advanced Mindset Train-the-Trainer Workshop.

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.



1. PEAK PERFORMANCE MINDSET WORKBOOK
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. PEAK PERFORMANCE MINDSET JOURNAL
This contains daily self-discovery questions, daily affirmations, weekly lessons and summaries of your progress. Plus, a curated reading list of 39 mindset expanding books. 225 pages, spiral bound, 8½ x 11

3. PEAK PERFORMANCE MINDSET TRAINER'S GUIDE
This 80-page guide will lead you step by step through each learning experience. Instantly access the narration for each slide. Includes a detailed agenda for each section of the workshop. 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.

For more information, call 540-752-7000 or email gg@sellingpower.com