



## *Turbo Coaching™ Skill Sessions*

*With “Jimmy Z”*

### ***Turbo Charge Your Sales!™***

*How to Kick It Up a Notch and Have More Fun at the Same Time!*

*This Session is designed to fire up the troops! They learn what makes up their performance, how to put themselves and their customers in “State” to buy, and the keys to stepping up their performance and increasing their sales.*

#### **Out of this Skill Session You Will Learn:**

- ◆ **How to Model the effectiveness of Champion Behavior**, and avoid the pitfalls of Chump Behavior that can sabotage your team.
- ◆ **How to utilize the power of Jimmy Z’s Personal Performance Model™** to better understand how your *Skill Sets, Beliefs, Emotional States* and *Rapport Skills* all effect each other in positive and negative ways, and how you can better control them so that *it is always getting easier to be more productive*.
- ◆ **How to recognize the difference between internal motivation and external motivation** to stretch your comfort zone and increase your growth curve.
- ◆ **How to use the power of questions to identify and take action** to improve the skill sets and strategies that will make the biggest difference in your Sales Performance.
- ◆ **How to influence the emotional climate of any situation.** You learn specific ways to direct and manage your own “State” of mind, *as well as that of your customers through pain and pleasure inducing questions*, enabling you to consistently manage the direction of a sales interview to reach a positive outcome.

*Duration - 90 minutes*

***Call 1-888-462-4769 to Book Jimmy Z For Your Team Today!***