

THE MIND-SET AND MENTAL TOUGHNESS OF SALESGURU'S

DR STEVE HARRIS

"Mental Toughness for Sales Success"



Dr Steve Harris is a world class speaker, his presentations are unique, highly entertaining and packed with take away value. He has been studying performance for thirty years of which fifteen have been devoted to performance improvement through an integrated mind and body approach. His awesome content is from academic research combined with experience in assisting business organisations

and sport teams at all levels, including the Springbok rugby and Protea cricket teams.

His lively and entertaining intervention is grounded in his PhD thesis on Mental Toughness. The content uses the 7 components of "Mental Toughness" as the underpinning architecture to create a competitive advantage that will enhance sales performance.

These are:

1. Concentration
2. Composure
3. Controlled aggression
4. Confidence
5. Calculated risks
6. Competence
7. Commitment

He will provide imagery, reference points and entertainment by drawing on a variety of relevant sport and business examples. Personal significance is created by adding some of his own experiences.

MARK KEATING

The Mind-set for sales success



Over the past few years Mark (CEO of SALESGURU) has become increasingly popular for his ability to bring the common sense attitude of SALESGURU to sales audiences across the biggest blue chip companies in South Africa. Mark is back by popular demand for his take on why attitude, self-belief and drive are the corner stones to sales success. Mark believes that great sales people and teams alike continually practise the success mind-set fundamentals which differentiates top performers from the rest.

This talk has been created from the lessons learnt through numerous interviews with sales leaders and sales performers both locally and abroad. It is based on their insights and how they develop and grow mind-sets for success to ensure on-going achievements in all facets of their lives.

The "Mind-set for sales success"

- The secret weapon that all top producers have.
- It starts with your thinking: the way sales stars train their minds.
- The power of enthusiasm and self-belief.
- How to achieve sales results that most sales people only dream of.
- Why sales is an awesome career
- Who is really responsible and accountable for your success
- And more...

**ONLY
R899**
(excl) per seat

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Limited Seats

3 : Johannesburg
Barnyard Theatre,
Rivonia
4 : Durban
Barnyard Theatre, Gateway,
Umhlanga
5 : Cape Town
Barnyard Theatre,
Willow Bridge Centre

Time: (JHB & CT) 09h00 to 12h30
(DBN) 08h15 to 11h45)

Registration starts at 07h00

For queries call Alisha on 011 465 2900,
email alisha@salesguru.co.za or
visit www.salesguru.co.za/Events