



The
REVOLUTIONARY
WORKPLACE



LifeMasters
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The Revolutionary Workplace – Sales Gladiators

CLEARx Consciously Constructive Philosophy, Framework, and High Performance System, to 2x-4x Your Results in a VUCA & ZMOT World
By building “Bullet-Proof” Mindsets, Fierce Focus and SWIFT Actions.

The 8 Sales types are (in descending order of effectiveness):

1. Experts
2. Closers
3. Consultants
4. Storytellers
5. Focusers
6. Narrators
7. Aggressors
8. Socializers

Of these 8 sales types, only the first 3 were identified as “the best”. Meaning that they were consistently effective in making the sale. These 3 groups made up only 37% of the 800 sales professionals sample.

The 7 Sales Gladiator attributes are:

1. Meeting Preparation
2. Customer Interaction
3. Company Presentation
4. Presentation and Rapport
5. Sales Pitch
6. Storytelling
7. Rising to the Challenge





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SalesShift - Sales Gladiators – REAL Level#1

Self Mastery

1. Psychological Capital (SHORED)

- **Self-Efficacy**
 - Identity & Beliefs
- **Happiness@work/ Hope**
 - Destiny, Cause, Calling
- **Optimism**
 - CLEAR Vision, Fierce Focus, Thinking, SWIFT Actions
- **Resilience/AQ –REJECTION PROOF Pre Assessment**
 - Control, Ownership, Reach, Extent
- **Energy & Engagement – Pre Assessment**
- **Drive, Discipline & Decisions**
 - Your Driving Values – in Workshop *Assessment*

2. Mindset Mastery– 7x Greater Value

- GO Mindsets (Growth & Courageous) – PRE Assessment
- Managing mental / Phys State and Energy – Self Talk
- Bullet Proof Mindset

Sales Mastery

1. Client Mindsets

- Empathy Map – Workshop **Assessment**
- **Neuro Linguistic Programming – NLP VAK**

2. ZMOT – Zero Moment of Truth – Sales Process in a digital world

- Challenges & Risks
- Opportunities & Objection Reframe
- Price/Cost Vs Value

3. Trusted Advisor / Authority

- Identity, Beliefs, Values
- Responsibilities
- Challenges: Credibility, Competence, Trust: Safety, Belonging, Mattering

4. Intro to Neuro Sales – Role Plays

- **PAIN:** Your customers' *Dig*
- **CLAIMS:** Learn to *Stand out*
- **GAIN:** Your customers' *Prove your case – 3 levels*
- **Validation** – Old brain

5. Revolutionary Workplace – CLEARx HPO Framework

High Performance Solutions for Exponential Success.- Optimising Actions & Results

- CLEARx Sales Goals
- Appreciative Inquiry Approach
- Solutions to challenges
- GO PROCESS: Destination, Compass, Desire, Commitment, Mindset, Courage, Actions, Style = Results
- SEAL: Sales Gladiator Accountability Ensurance Partner - Peer Coach Choice

SWIFT SUCCESS ENSURANCE GO FLOW CHART

- DESTINATION - How clearly the individual has defined their goals.
- COMPASS – How well the individual is aimed at their destination.
- DESIRE – The individual's passion for success.
- COMMITMENT – The individual's willingness to do whatever it takes.
- SWIFT Actions PROGRAM – The consistent actual performance of planned activity.
- MINDSET/Engagement – How the individual feels about themselves, their job and their company.
- COURAGE – The ability to do what must be done, even when it is uncomfortable.
- BELIEFS/Values – The quality (supportive vs. self-limiting) of the collection of beliefs held by the individual.
- STYLE – The combination of personality, bonding and rapport, technique and selling process necessary for effective selling.
- RESULTS – The bottom-line.

SWIFT SUCCESS ENSURANCE Core Competencies

- 1 Has Written Goals
- 2 Follows Written Goals With a Plan
- 3 Has Positive Attitude
- 4 Takes Responsibility
- 5 Strong Self-Confidence
- 6 Supporting Record Collection
- 7 Controls Emotions
- 8 Doesn't Need Approval
- 9 Recovers From Rejection
- 10 Comfortable Talking About Money
- 11 Supportive Buy Cycle
- 12 Consistent Effective Prospecting
- 13 Reaches Decision Makers
- 14 Effective Listening and Questioning
- 15 Early Bonding and Rapport
- 16 Uncovering Actual Budgets
- 17 Discovering Why Prospects Buy
- 18 Qualifies Proposals and Quotes
- 19 Gets Commitments and Decisions
- 20 Strong Desire for Success
- 21 Strong Commitment for Success

#FutureFit Sales Gladiators

Sales is the foundation of any business survival and thriving. In a Digital world, with ever expanding competition, complexity and choice, a new breed of highly resilient, "Bullet-Proof" Mindset, Expert Sales Gladiator is required to overcome the challenges, constraints, competition and complications. Our Consciously Constructive Sales Gladiator approach to developing high performance resilient staff is an ongoing PROCESS and incremental refinement. This is not an EVENT... It's a powerful, lifeshifting, mindset growing, Resilience-building, Sales Optimisation PROCESS.