

# FLEX SELLING

– Linking career passion and work performance with business goals –



## MATCHING YOUR SALES APPROACH TO CUSTOMER NEEDS

**F**lex Selling answers the sales question: What does my customer need in order to buy from me? This program teaches how to adapt your sales style to the customer's expectations and buying pattern. Flex Selling uses the framework of the Myers-Briggs Type Indicator, a personality assessment with over 50 years of research and used internationally by over 5 million people.



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## THREE STRATEGIC APPROACHES

### Module One: Half day

#### Focus on Self

- Describe your own Type preference
- Identify ways you prefer to be sold
- Discuss how your own type affects your sales approach

### Module Two: Full day

#### Focus on the Customer

- Identify type preferences of your customers
- Match sales approach to customer preferences
- Practice sessions using Type matching skills
- Optional videotape scenarios

### Module Three: Half day

#### Focus on the Sale

- New skill practice
- Behavior Feedback
- Behavior goals

## THE PROGRAM INCLUDES:

- Personalized MBTI report providing information about your leadership, communication, problem solving skills and potential areas of development
- 100 page participant guide
- Video case studies
- Workbook, Type and Selling
- Certificate of Completion
- Two month virtual reinforcement coaching (optional)
- Video tape presentation (optional)

## BLENDED LEARNING SOLUTION:

Telephone and electronic coaching reinforcement are used sustain to behavior change and create new sales habits and successes.

Custom solutions are available as one day, half day or retreat programs.



We know that before you commit to a career or performance solution you may want to "assess the services to ensure a "good match." Therefore, we offer one free half hour Phone Coaching session or a one-hour program consultation appointment upon your request.

**To request a price quote or additional information, contact [coach@careerperformancesstrategies.com](mailto:coach@careerperformancesstrategies.com) or call 1-877-60-COACH.**



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