

# Build a Stronger Sales Team

through the **A-MAZE-ING Race**



## Learn About ...

- Personal Insights to Your Behavioural Style
- How to Adapt to Other's Style
- Insights into Strategic Selling
- Fundamentals of Relationship Dynamics

## Ideal for...

- Sales Managers
- Sales Teams
- Support Teams



Presented by Dave Neely  
from D.K. Neely and  
Associates.

It is time to re-energize your **Sales Team!** Bring your staff together with this unique teambuilding seminar that is challenging, entertaining, practical and educational. By combining a practical seminar with the ultimate FUN experience, we can help you to re-engage and / or reward your team.

## Workshops

**Dave Neely**, your workshop leader, is a Kingston-based training consultant. He spent 18 years with IBM Canada in the Customer Service Department, including a stint as an IBM Sales Trainer. He has delivered Customized Sales seminars for the past 19 years. You will enjoy his passion and enthusiasm!

## Available in 1 day, 2 day and Road Show Versions

### Typical Workshop Content

- 1) Introduction – Purpose, Expectations and Ground Rules – Key steps in selling
- 2) Exercise #1 – What are the essential skills/traits for sales success?
- 3) Communication, Behavioral Styles and Motivation
  - a. DISC Behavioral Model and natural tendencies
  - b. Recognizing and adapting to differences in people
  - c. Four sources of inner motivation
- 4) The Relationship Cycle – The elements needed for strong relationships
- 5) Off Site Experiential Exercise - *The A-MAZE-ING RACE* - Held in our 12,000 square foot Playtrium Family Center. Participants work both as both sub-teams and as an entire organization. It Focuses on the key elements of Teamwork/Sales such as Listening, Trust, Understanding, Respect, Communication, Sharing and Reinforcement

### Location

Ambassador Conference Resort – Preferred Room Rates  
1550 Princess St., Kingston, ON.

### Client Comments

*Our Bell IT group had a fantastic time and learned about themselves and others. The event was so positive, we would highly recommend this to anyone who is looking for a most effective teambuilding experience – Bell Canada – Robin M.*

*The Event was a solid investment in our business.. It helped to teach us all how to work more effectively with each other – Upper Canada Office Systems – Rob and Wendy*

*Dave Neely provided valuable insights and tools, and helped our organization to have a very successful planning retreat. Dave's sessions were upbeat, engaging and helped strengthen our team. Transport Canada – Stephen H.*

*The Amazing Race was a great team building exercise that was both fun and educational, and the DISC profile provided a personal overview of each of the participants. I would highly recommend this program. BI&I Insurance – Don C.*

### Unique Workshop Features

- 1) Pre-course input to focus the learning
- 2) A Customized Experience at [www.playtrium.ca](http://www.playtrium.ca)
- 3) "Insights to Success"™ - Personal self-awareness tools which provide individual behavioural and motivational insights.

## How to Register / More Information

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