

TALENT FOCUSED MANAGEMENT 2020

Online Learning Series and Live Simulation Workshop

2020 WORKSHOP DATES Feb. 4-5: Dallas | May 12-13: Atlanta | Oct. 6-7: Dallas

Talent Focused Management is a dynamic learning experience that includes online learning, individualized coaching over the phone, and a live simulation workshop.

TFM has been redesigned for the fast-paced manager who wants to be even better prepared to drive performance in the sales operations they run.

Online Learning:



Focusing on talent begins with selection and continues into coaching and development efforts.

This approach has allowed TFM-trained managers to hire top performers over 80% of the time, while the typical sales manager gets it right only about half the time.

In the TFM Live Simulation Workshop:

- ▶ Participants experience a fast-paced, real-world simulation.
- ▶ They are placed into teams and given a set of conditions with which to operate.
- ▶ Teams are given current performance metrics and strong candidate options.
- ▶ Situations are presented that call for decisions to be made in many areas- like account assignments for example.
- ▶ Teams will contend with many real-life, internal and external factors to challenge their thinking.
- ▶ Participants will work together to make decisions to drive performance.
- ▶ Good decisions are rewarded along the way.
- ▶ In the end, the team that makes the best decisions to drive overall sales performance, wins!

- ▶ All participants will leave with valuable insights into talent and be better prepared to drive performance in their sales operations!

TFM is available to all talent clients as part of the investment they make in talent. Only the \$600 expense charge for meals, meeting room, and materials will be required.

To Register: Log onto our website, www.TheCenterforSalesStrategy.com

- Click on Resource Center
- Click on Workshops
- Scroll down to Talent Focused Management
- Click on Register Now



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