



## Andy Core Program Description

### **Sales Energy:**

*Having “the Juice” to Get & Keep More Clients*

Sales Professionals will create maximal, sustainable and motivated performance by using proven ideas to improve their daily system. Bottom line, this program creates more capable Sales Professionals who generate more revenue for themselves and for your company.

The benefits of this program – your people will know:

- How to out pace their competitors by maximizing their energy level, attitude and ability to be “on their game” daily – including skills proven by NASA that improve productivity by 47% from 3-5PM.
- How to be in the mental and physical state that rapidly builds trust with prospects and referral Sources.
- The Science of Peaking and how Opportunity + Energy Trumps Time Management seven days a week.
- What a top Sales Professional’s best day looks like and a step-by-step blueprint to plan to adapt that day to their life.
- Why they don’t do what they know they should to grow their business... and how to get on with it.
- How to get off the “I wish I could spend more time with my family” treadmill and make personal regeneration a competitive advantage.
- How to maximize deep sleep so that you can still be “on your game” with limited sleep time.

Your Sales Professionals will be able to:

- Convert more contacts into appointments due to increased energy, motivation and focus.
- Convert more appointments into clients by bringing the best version of themselves to more of those opportunities.
- Enhance customer service because they really can “do more with less.”
- Capitalize on more opportunities by reducing the need to miss work.

The bottom line – after this program your sales professionals will know how to achieve greater professional success, personal significance and do so without burning themselves out in the process.