ISOBEL STEWART COACHING

2020

EMPOWERING BUSINESSES & INDIVIDUALS

WWW.ISOBELSTEWARTCOACHING.COM

info@isobelstewartcoaching.com 0412 327 883

SALES TRAINING

2020 | WORKSHOPS

Mindset (2 hour session)

1 Creating a Sales Mindset
2 Your Comfort Zone
3 Key Sales Performance Attributes

Preparation is key (2 hour session)

1 Motivation, Energy & Attitude
2 Understanding Business is Business
3 Understanding Product & People

Body Shapes & Colours (2 hour session)

1 Knowing your Clients Body Shape
2 Knowing your Clients Colours
3 Showstopper Styling

The Art of Influence & Rapport (2 hour session)

1 Communication
2 Matching
3 Understanding your Clients – DISC Profiling

The Sales Process Overview (2.5 hour session)

1 Mirroring
2 The art of Influence
3 Building Rapport
4 Active Listening
5 Effective Questioning

The Sales Skill Overview (2.5 hour session)

1 Meet & Greet
2 Identify Wants
3 Show Products
4 Negotiate
5 Close

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SALES TRAINING

2020 | 1 & 2 DAY PROGRAM

AN EXCEPTIONAL EXPERIENCE

Preparation	Module 1
Who are our Customers	Module 2
First Impressions	Module 3
Building Rapport – The Psychology	Module 4
Greeting, Approach & Bounce Back	Module 5
Effective Questions – Identifying Needs & Wants	Module 6
Creating Desire	Module 7
Change room & Package Selling	Module 8
Buying Signals & Handling Objections	Module 9
Trial Closing	Module 10
Closing the Sale	Module 11
Ensuring Tomorrow	Module 12

Please note: Bespoke programs can be created based on your business needs.

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MANAGEMENT TRAINING

2020 | WORKSHOPS

Mindset for Success (2 hour session)

1 Creating a Sales Mindset
2 Your Comfort Zone
3 Key Sales Performance Attributes

The Psychology of Sales (2 hour session)

1 Motivation, Energy & Attitude
2 Understanding Business is Business
3 Understanding Product & People

Emotional Intelligence (2 hour session)

1 Self Awareness
2 Awareness of others
3 Listening, Questioning, Acknowledging & Validating

The Art of Influence & Rapport (2 hour session)

1 Communication
2 Matching
3 Empathy & Active Listening

DISC Behavioural Profiling (3 hour sessions)

1 Understanding Self
2 Understanding Others
3 Working together

Coaching your Team (2 hour session)

1 Above the Line Thinking
2 Communication Skills
3 Feedback & Accountability

Leading & Motivating your Team (2 hour session)

1 Walk you talk
2 Performance Matters
3 Consistency & Clarity

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LEADER PROGRAM

2020 | WORKSHOPS

Our Leader Program is suitable for those looking to grow both personally and professionally. We know just how important it is to understand yourself as well as others to create success in your life and your career.

Each program is tailored based on our individual leaders and their needs. Based on both coaching and management skills, this program offers a deeper understanding of self and others to create the best results possible.

Offering 2 hour, 4 hour and full day sessions, these bespoke programs can be created using the topics below.

2 Hour Sessions

- Mindset for Success
- The Art of Influence & Rapport
- Emotional Intelligence
- Coaching Your Team
- Leading & Motivating your Team
- Managing stress
- Personal Brand and presence

4 Hour Sessions

- DISC Behavioural Profiling for Leaders
- Emotional Intelligence for Leaders
- Disruptive Leadership
- We Mean Business
- The Ultimate You
- Team Building Workshops

Please note: Bespoke workshops & training programs can be created based on your business needs.

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ABOUT ISOBEL

Isobel Stewart is a Sydney based transformational mindset and corporate coach, sales trainer and facilitator who has been empowering people to reach their greatest potential for the last 15 years.

She is also a partner and mother of one with an immense passion for a healthy and balanced lifestyle. Isobel's mission is to help others break through the obstacles that are preventing them from living their best life both personally and professionally, using the most direct and efficient paths possible.

Before becoming a mindset coach, Isobel was an executive with a high-end global fashion brand where she was part of a team that managed multi-million dollar accounts. Isobel was instrumental in growing this business through developing and implementing sales strategies and training programs, training both internal and external teams across the globe. Isobel's passion for making an impact, educating others and driving results, motivated her to create a unique learning experience that fostered growth while inspiring confidence in those she taught.

Isobel is a certified Master Practitioner in coaching, specialising in mindset transformation through the use of NLP, DISC behavioural profiling and Meta Dynamics. She is driven by helping others achieve greatness and the psychology of the human mind; it truly fascinates her. "Once we know how to take control of our minds, we can honestly achieve anything. Life is too short to be unhappy, unsure or unfulfilled".

Isobel will help you and your team gain clarity on what you want and understand why it has been out of reach. More importantly, she will help you to develop and master a dynamic mindset, change your focus and create new beliefs. Isobel will help your business grow through the use of sales, management and leadership programs, to instill confidence through knowledge for each individual.

With this deeper understanding, you will gain a greater sense of direction and purpose coupled with a clearer vision of your own success. She will arm you with resources to propel you towards your dream life. Get in touch today!

Visit www.isobelstewartcoaching.com **Email** info@isobelstewartcoaching.com
Follow @isobel_stewart_coaching. **Like** @isobelStewartCoachingAndTraining

"Thank you for allowing me to support you on your journey to personal and professionla success. My number one goal is to teach you how to manage your mind, challenge your thoughts and become your greatest potential.

I love hearing from you, so feel free to get in touch using any of the above letting me know how I can help you further on your journey to greatness.

Isobel

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