

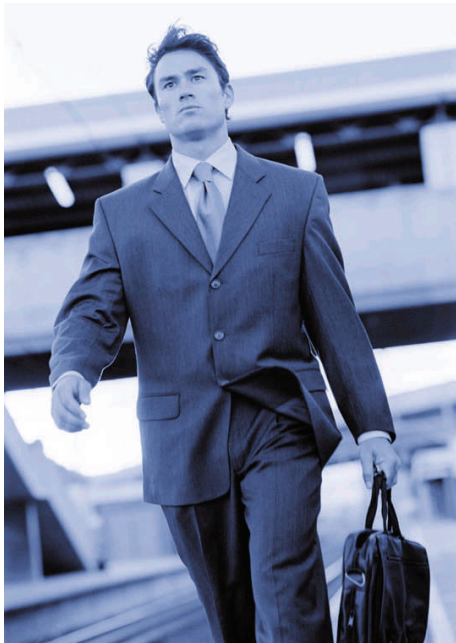


**DELIVERING RESULTS...increasing sales**

# In-Field Mentoring

## Introduction

Sales Training and Development is well understood as an effective way to develop sales people and teams. The real learning from the workshop and seminar comes from the implementation of what the individual has been taught. A very practical way of cementing the training is through in-field mentoring. A sales consultant trainer will join the sales person for a real customer meeting and afterwards will offer constructive criticism, reflection and action learning points. The programme can be one face to face session or a number to suit individual requirements.



## Programme Content

- 1:1 sales person development
- 'On the Job' sales development by utilising real customer meetings
- Ongoing sales development
- Objective evaluation of performance
- Course length to suit the individual and organisation

## Contact Details

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