



Helping Clients Succeed & Individual Effectiveness

Wednesday 18th April 2007, Chelsea Football Club, London

Helping Clients Succeed

Morning: 9:45 a.m. to 12:30 followed by lunch

Want to move more to a consultative selling approach?

Helping Clients Succeed works on providing solutions that focus on an inside – out approach. We aim to help you develop the mind-set and skill-set for transforming sales people into valued and trusted partners.

Removing the dysfunctions in the selling and buying process, by discovering how to ask the right questions and building a relationship with clients to address their issues and desired outcomes.

This morning taster session provides you with the opportunity to gain an understanding of how this process works and understand how your organisation could benefit significantly.

Discover how to balance the art and science of sales.

Individual effectiveness

Afternoon: 2.00pm – 4.00pm

Achieving your highest priorities through personal management

The most successful organisations are built by people at all levels who perform effectively. But what does this mean? How much difference can companies really make by investing in individual performance? And what new habits might we need to encourage?

The basis of effective working begins with each person – with individuals knowing their own values and direction, planning effectively and managing their priorities to achieve their goals. In this two and a half hour 'taster,' featuring elements of FranklinCovey's market-leading development programme *FOCUS: achieving your highest priorities*, you will:

- Learn the power of values-based planning
- Discover the key concepts of effective time and priority management
- Take on board practical tips and 'quick wins' to improve your own time management and work/life balance - and therefore the effectiveness of your organisation.

For business leaders and HR professionals, these events offer valuable insights and the opportunity to share experiences over a light lunch with fellow business people.

You can attend the morning, the afternoon or both.

For each session there is a nominal cost towards venue, food and admin costs.

For information or to book, please:

- Call our business briefings team on **01295 274100**
- E-mail briefings@franklincoveyeurope.com,