

# Membership

The ultimate system to develop "Performance Oriented" sales teams that consistently Obtain, Maintain and Develop "High Quality" business **BETTER** than any of their competitors.

7 Interactive Assessment Centre Profiles

41 Multi-Media and Mentor Workshop courses

112 Performance Management Sales Behaviours in 12 sections

6 sales Tools

Membership is an Enterprise license.

An Enterprise license is granted for anyone directly employed by, and to work for and within, that entity. The Enterprise Membership is licensed to the Enterprise IP Address.

The license provides unlimited access for 12 months from date of membership.

## ***Membership provides:***

- 1 x eLearning Executive Password
- 1 x Assessment Centre Executive Password
- 2 x eLearning Management passwords
- 2 x Assessment Centre Management passwords
- 10 x eLearning User Passwords
- 10 x Assessment Centre User Passwords

The Assessment Centre and eLearning operate on unique data base system and information from one section cannot be transferred to another. The data base has 3 access levels:

## ***Executive Access:***

This password provides access as the overall data base controller. Executive access allows the data base controller to set-up management groups and participants.

The Executive password provides access to the reports from all management groups.

## ***Management Access:***

There can be multiple Management passwords assigned by the Executive.

The management password provides access to a specific management group and allows the manager to:

- Enter new participants into the database
- Control access and speed of learning
- View and print reports on individuals within the management group

## ***User Access:***

There can be multiple USER passwords for each management group.

This password provides access to the Assessment Centre profiles or eLearning courses as directed by the management password.

The User password is locked to the IP Address of the first access.



## Assessment Centre

10 x User Licenses supplied with Membership.

Leadership Style
Professional Selling Skills
Selling Style
Negotiation Style
Motivational Drives
Behavioural Style
Personal Needs
<b>Bonus:</b>
Unlimited Access:
<input type="checkbox"/> Building a High Performance Sales Team
<input type="checkbox"/> Selection Resources

For a full description of the Assessment Centre please download the Assessment Centre eBook.  
[Home Page](#) / [Selection Resources](#) / [Print eBook](#).

# eLearning

All eLearning courses in the SalesXtra suite are available to Members. The Management password controls access to participants to ensure correct learning standards. Each licensed user has unlimited access for 12 months from date of membership. Each User password is locked to the IP Address of the first access.



Management Courses
Building a High Performance Sales Team
Peak Performance Leadership
Setting Standards of Performance
Selection Resources
The Money Game
Basic Sales
The Journey To TOP DOG
Self Assessment & Objectives For Growth
Turning Telephone Enquiries Into Sales
Matching Benefits To Needs
Dealing with Difficult Situations
Control With Questions Mentor Workshop
Sell Concept Before Product Mentor Workshop
Telephone Prospecting
Profit Improvement Strategies
Advanced Sales: P.R.I.S.M. Solution Selling
P.R.I.S.M. Solution Selling Introduction
P.R.I.S.M. Situational Intelligence
Maximise Sales Pipeline
Go Forward Checklist
Positioning With the Buying Influencers
Positioning With the Buying Influencers Mentor Workshop
Interpersonal Selling Skills
Interpersonal Selling Skills Mentor Workshop
Set The Meeting Agenda Mentor Workshop
P.R.I.S.M. "WOW" Positioning Statement Mentor Workshop
Tactical Probing Skills
Tactical Probing Skills Mentor Workshop
Orienting Questions Mentor Workshop
Problem Questions Mentor Workshop
Expansion Questions Mentor Workshop
Need Satisfaction Questions Mentor Workshop
Pre-Commitment Strategy Mentor Workshop
Explore Solution Options Mentor Workshop
P.R.I.S.M. Pre-Proposal Strategy Mentor Workshop
The Total Performance Salesperson

<b>Negotiating for Profit</b>
Building Business Partnerships
The Competitive Buying Negotiator
Buying Negotiators Personal Workshop
The Collaborative Sales Negotiator
Collaborative Sales Negotiation Strategies Mentor Workshop
Negotiating For Profit
<b>Sales Support</b>
S.U.P.E.R.B. Customer Service
<b>Also Recommended for Sales Support</b>
Interpersonal Selling Skills
Turning Telephone Enquiries Into Sales
Dealing with Difficult Situations
Profit Improvement Strategies
<b>Sales Tools</b>
<input type="checkbox"/> Electronic Daily Itinerary <input type="checkbox"/> Key Leverage Territory Profit Improvement Analysis System <input type="checkbox"/> Prospect Talent Bank <input type="checkbox"/> 5 Customer Decision Factors <input type="checkbox"/> Developing a Compelling Business Proposition <input type="checkbox"/> Measure Sales Progress
<b>Performance Management</b>
Level I Sales Behaviours. Basic Selling Skills
Level II Sales Behaviours: Advanced Selling skills
Level III Sales Behaviours: Negotiating for profit

**BETTER PEOPLE  
 MAKE BETTER DECISIONS  
 NEGOTIATE BETTER BUSINESS  
 AT BETTER MARGINS**

*THE SOONER THAT YOUR COMPANY  
 BECOMES A SALESXTRA MEMBER*

*And*

*THE SOONER THAT EACH SALESPERSON BEGINS CHANGING THEIR OUTDATED AND  
 INEFFECTIVE SALES BEHAVIOURS*

*Then*

*THE SOONER YOUR COMPANY WILL REACH ITS FULL PROFIT POTENTIAL*