PROGRAM 06

Fully Tailored Program

A program built from scratch around your team, your sales process and your customers. The journey below is one example of what that can look like for an organisation.

Every program is tailored to your organisation. It's what we do. We build it around your products, customers, sales process and the conversations your team actually has, so this sample is a starting point, not a set syllabus.

Who it's for

- Teams with a specific challenge or goal in mind
- Businesses with their own sales process, CRM or methodology
- Programs that blend sales with leadership or AI

What changes

- Outcomes agreed with you in discovery
- Progress measured against the KPIs you care about
- Content built around the language and tools your team uses

Example journey: a B2B sales team selling through distributors

Session	Module	Practised on the job
1	**Discovery & Questioning**	Use your new question set on two live opportunities
2	**Negotiations**	Plan your trades before your next pricing conversation
3	**Account Management**	Build an account plan for your top distributor
4	**AI for Sales**	Prepare for your next three calls with AI
5	**Pipeline Reviews (for managers)**	Run one pipeline review using the new structure
6	**Bringing It Together**	90-day action plan, shared with your manager

Between sessions: short Elevate Mode scenarios matched to each module.

Ways to run it

One-off

Pick 1-2 modules as a 2-hour, half-day or full-day workshop

Virtual program

Six 1-hour sessions over six weeks

In person or blended

Full days onsite, or a mix of onsite and virtual

What's included

- Discovery call and attendee questionnaire
- Workbook and frameworks
- Elevate Mode practice access
- Post-program summary and impact survey

How pricing works

Quoted after a free consultation, based on group size, number of sessions and format. No cost and no obligation.

Shape this around your team

Schedule a free consultation →

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