

Hahn Training Fall 2017 training schedule

Three Sales Training Programs that drive results:

| | |
|----------------------|--------------------------------|
| ~Sales | Starts Sept 22nd |
| ~ Sales Management | Sept 27 th and 28th |
| ~ Strategic Planning | |
| ~Sales | Oct 24 |
| ~Leadership team | Oct 25 and 26 |

Sales:

CHAMPion Sales Academy

Uncommon results for sales and business development professionals

10 weekly workshops that create lasting change \$2500 PP

WHEN:

Classes start September 22nd

WHAT:

- Sell More
- Sell faster
- Close quicker
- learn repeatable skills and turn them into habits

WHO:

Sales, Estimators, Rainmakers, Sales managers

TAKE AWAYS

- Attendees will adopt a proven sales process, activity metrics, large account management, and territory management skills



Hahn Training LLC:

6090 Gott Creek Trail East Amherst, NY 14051
716-432-5741 www.champtrainer.com

Sales Management:

Sales Management mastery

**Two half days for sales
leaders \$999 per person**

WHEN:

Wednesday Sept 27th and Thurs Sept 28
8AM til 1:30 breakfast and lunch provided

WHAT:

Join us as Don leads us through an interactive boot camp sharing best practices and tools gained over 30 plus years of selling and training sales teams.

A hard hitting, boot-camp guaranteed to kick start or jump start your sales team.

two half day interactive workshops

Wednesday Sept 27th Topgrading Your Sales Force

Thursday Sept 28th Creating Accountability

WHO:

Who should attend? Anyone who oversees sales:

CEO's ~ Owners ~ Sales managers

TAKE AWAYS:

Attendees will learn how to identify, Hire and Develop top Talent

Attendees will learn Coaching techniques, use of Metrics and scorecards and how to create alignment and accountability



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| 2018 Strategic Sales Planning: | | |
|---------------------------------------|---|---|
| | Sales Reps | Sales Leaders |
| WHEN | October 24: 2 sessions 8 AM or 1 PM | 2 half days: October 25 th and 26 th 8AM til 1 PM both days |
| WHAT | <p>Sales reps will devote half a day outlining their 2018 plan</p> <ul style="list-style-type: none"> • Target markets • top opportunities • business development tactics • pipeline management • dashboards, metrics, KPI's | <p>Executives Invest 2 days in a proven planning process derived from Verne Harnish define your 2018 success...</p> <ul style="list-style-type: none"> ♦ Do you have a strategy to maximize 2018 revenues? ♦ Have you identified key target markets? ♦ Do each of your reps have a specific tactical plan prepared? ♦ Do you have a process to track & measure 2018 performance |
| WHO | Sales persons | Managers and executives |
| INVESTMENT | \$99 PP | \$999PP |
| TAKE AWAYS | Sales Processes, territory and account development persona management | Consistent tools, processes, alignment and accountability |

**Call us to learn More:
716-432-5741**

About your instructor

Don Hahn is a certified franklin covey coach, certified in psychometric assessment tools, a sales trainer and business consultant. Don has worked with hundreds of businesses and thousands of sales professionals in creating change-ready organizations. As a leading talent manager, Don is a member of TTI's elite Chairman's circle and a chosen member of TTI's International Faculty.

Prior to founding Hahn Training in 2000, Don spent over 25 years in Fortune 500 firms, as a successful sales rep, and more recently as an executive sales leader in which he spearheaded channel development, marketing and sales operations for global sales enterprises of up to 1000 people.

Active in the community, Don is past president of the Buffalo Niagara Sales and Marketing Executives (BNSME) a board member of UB's Center for Entrepreneurial Leadership, an active member of The Buffalo Niagara Partnership, and former board member of the Amherst Chamber of commerce. An accomplished author and sought after speaker, Don delivers motivational programs on change management, talent development, sales and leadership.

Don has developed a leadership training program entitled CHAMP, teaching 5 key components of leadership, and oversees a sales and sales management institute in Buffalo NY. He has authored and established The Corporate Mind, a comprehensive Mastermind Group for entrepreneurs and leaders. Additionally, he has published "Keep it in the Fairway," a book and seminar series examining the connection between sales success and golf mastery.

Don lives in Buffalo with his wife of 38 years, Debby. His outside interests are golfing, reading, writing and gardening



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