

A flyer for the following please

- a. A4 size but in landscape so that when they open it they can see the whole lot in one hit. It would look like an open book. (see example attached). I don't want it in A4 back to front as that means them scrolling down. I want them to see what I offer in one hit.

Target Market: Corporate Sales Directors, Sales Managers and their Sales Teams – so very professional and clean please. I like the Modern, clean look. See my LinkedIn and website for how clean I like things to look:

www.rachelwotten.com

<https://www.linkedin.com/in/rachelwotten/>

Program name: is called – **Corporate Social Selling Skills**

The flyer needs to include the following:

1. My photo (choose which one you want out of the two attached) with this line:

Rachel lives and breathes High Performance and Digital Sales. She moved quickly through the ranks to Sergeant in her early military career and then into senior positions with accolades in the IT / Digital Corporate setting. As an Executive Mentor, Trainer and Speaker, she helps Sales organisations create energetic high performing Executives, Teams and Individuals, to enable them to keep pace in the Digital world and operate on the cutting-edge of the marketplace.

2. My logo (see attached)

3. Who this is for: **Corporate Sales Professionals who want to stop struggling and start steering to become powerful and strong Social Sales Leaders.**

- Are you, as a Sales Leader as effectual as you could possibly be in the Social Selling world?
- Are all your Sales teams operating at their peak performance across traditional and Digital Selling platforms?
- Are you moving up the organisation as fast as you'd like to be and integrating Social Selling internally?
- Are your Sales teams meeting their KPI's and growing these year on year through both Traditional and Digital Sales strategies and methodologies?

4. Outcomes addressed:

- Collaborative inputs showcased to your peers and industry
- Innovative outputs presented to Management and your customers
- Measured results to assess the program has achieved its intended results

5. What we do:

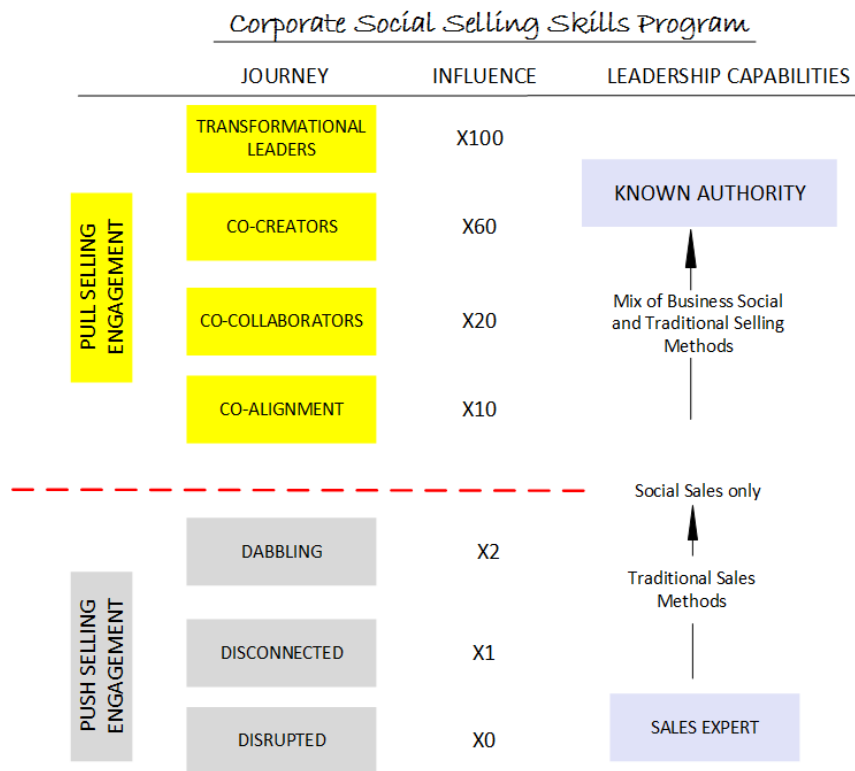
Corporate Social Selling Skills

Program Overview:

This program is aggressive and designed for maximum immediate "impact" to the organisation and your customers. It is tailored to help you to integrate Traditional Selling Methods with Digital Social Selling. It will move you from being a Sales Expert in something to being a known Authority in your

industry. It is for people who want to improve their sales positioning and influence more people in their organisation, industry and sectors.

It is positioned for all the Generations including Millennials, Gen X and Y as all sets of skills need to be maximised to effectively sell to customers.



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It is conducted in the following formats:

1. **Three-hour workshop:**

- Delivered over a period of a week, this three-hour intensive workshop is designed for maximum results in a short period to get teams thinking differently about the customers they serve and the immediate line of business they report to internally through social selling integrations.
- Maximum 7 people for this three-hour workshop. More than 7 people, extra fees apply.

2. **Three-day training program:**

- Delivered over a period of 5 weeks in total in a flipped classroom style, this three-day program has outcomes that are driven from the Executive team down to ensure outputs that are congruent with the business drivers and increased revenue.
- Maximum 7 people for this three-hour workshop. More than 7 people, extra fees apply.

3. **Three-month Mentoring program:**

- One-on-one mentoring provided over a three-month period that is aggressive and thought provoking for those who want to move from being an expert in something to being a known authority to enable a one on one approach to work with me

personally to improve your personal brand, build your online portfolio and influencing more people in their organisation and the customers they serve.

- *One-on-one Mentoring*

6. Why choose me:

- Highly personalized for your unique business environment
- Proven experience as a leading Sales High Performer (walk the talk)
- Digital Sales Experience of over 10 years plus in leading Global Technology firms

7. Contact me:

www.rachelwotten.com

<https://www.linkedin.com/in/rachelwotten/>