

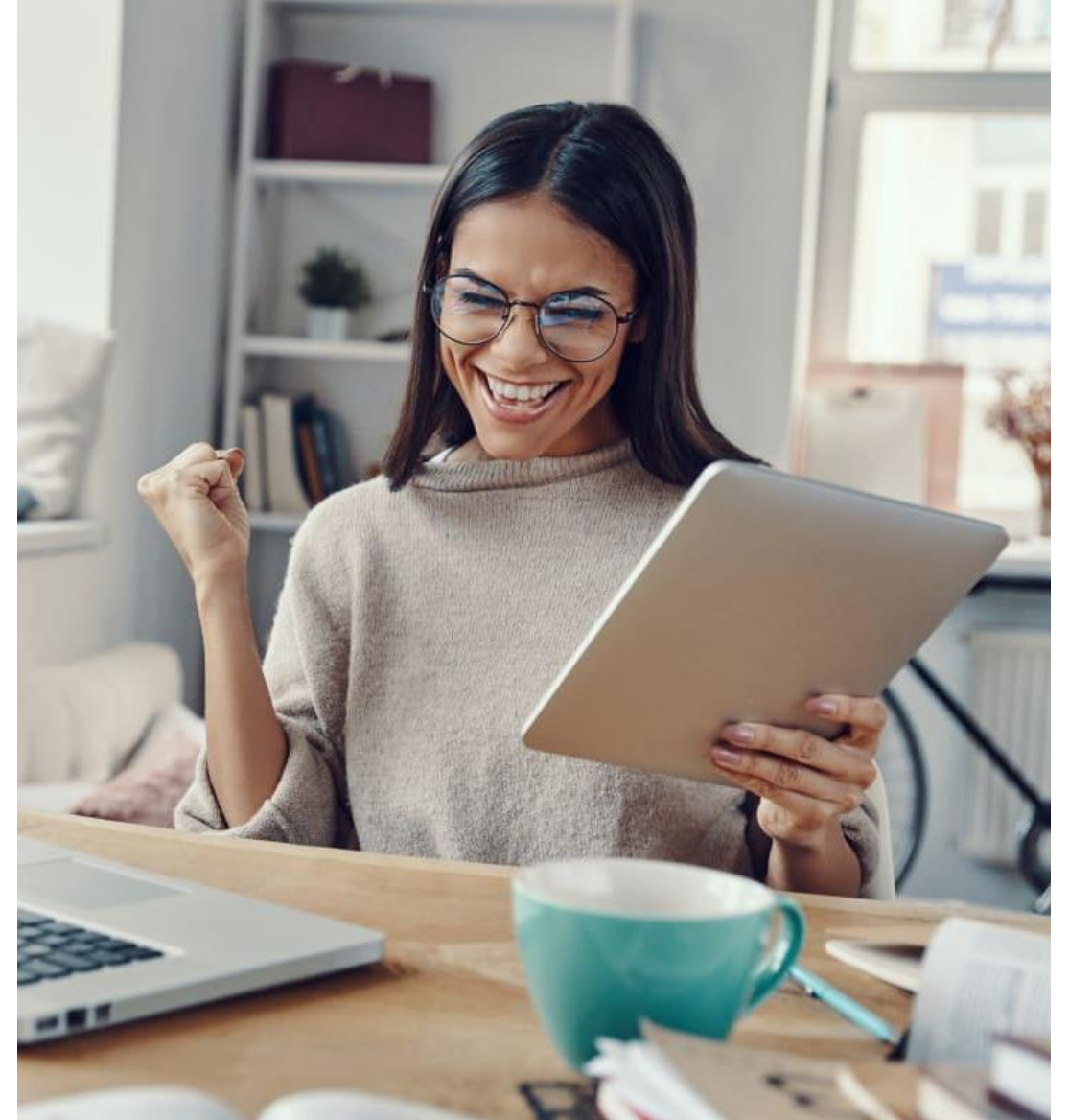


DALE HOLTSHOUSE



POWER UP YOUR SALES CONFERENCE

Keynote



A Kind Reminder....

We. Are. In. Sales!

- **Do you have the required skills to be successful in SALES? (Ingredients). i.e.: have you actually done sales training? Although this is on-going...**
- **Skills alone with no plan and systems is not enough**
- **But how would you know if you are missing fundamental skills?**
- **Are your skills being put to good use in the right way?**



Are you building a business, or are you just in sales?

Sales skills are critical, but as an agent we are actually building a business..

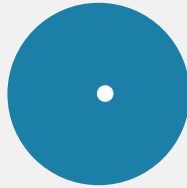


The Power of a Coach

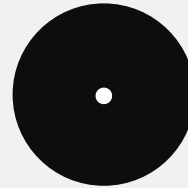
Every champion has a coach..



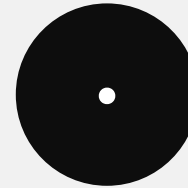
HEAD
COACH



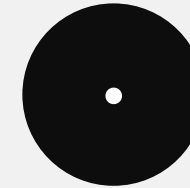
COACH 2



PHYSIO



FITNESS COACH



HITTING
PARTNER

4

*Jannik Sinner's core traveling team — every match,
every tournament.*



1 Accountability

A coach is the person who makes you show up on the hard days
— when motivation runs out and habits are all that's left.
— Promise vs delivery
— When you verbally commit to a deliverable, a good coach will ensure you deliver on this

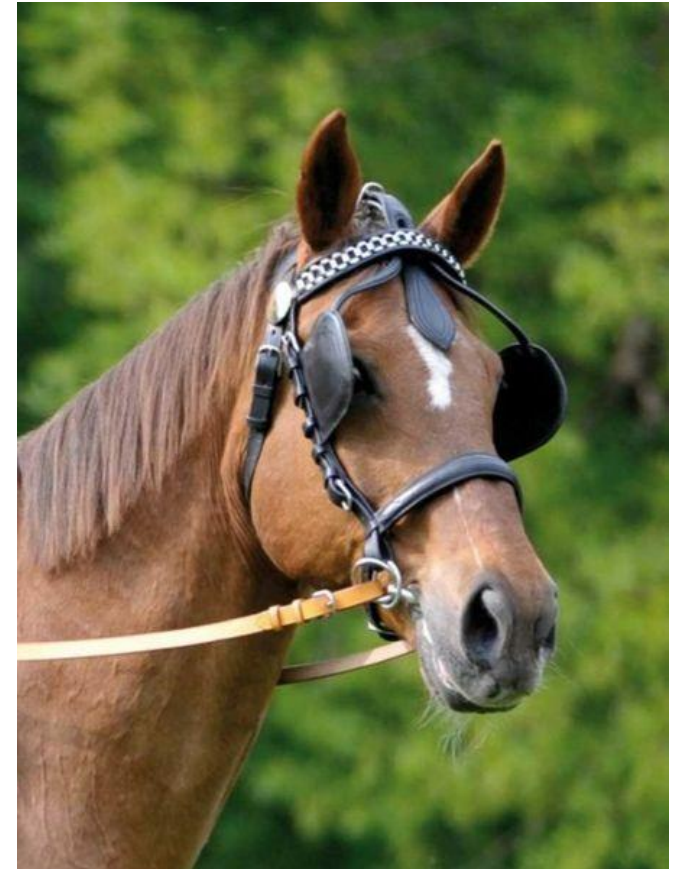


2 Blind Spots

If you are missing something, would you want to know? An outside eye catches the patterns costing you deals that you've stopped noticing.

Where do I rock vs where could I rock a bit more?

Identifying areas to be developed



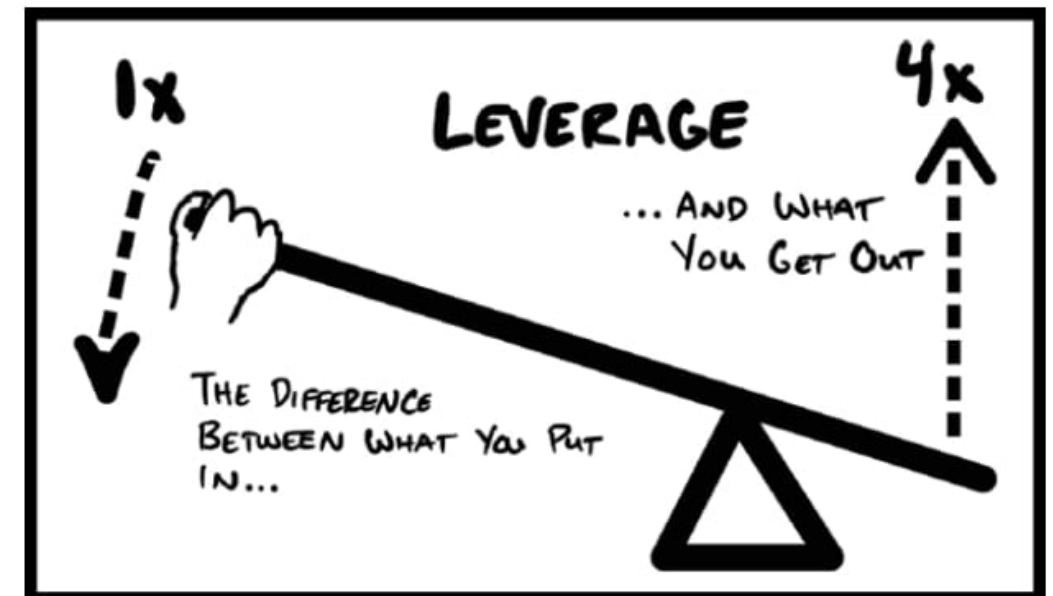
3 Speed and leverage

A good coach compresses years of trial-and-error into months.

Avoid mistakes and fast track progress

An old lady can lift a truck with a long enough lever, the strongest man in the world, without one, can't.

Alex Hormozi



4 Systems, Not Just Motivation

Real estate runs on emotional highs and lows.

Coaching gives you repeatable processes that outlast any single burst of hype.

A word of encouragement from a coach can push you forward on a bad day.. You're going to need it!

Repeatable, scalable, consistent action



5 Mentoring

Experience

Wisdom

Listening

Encouragement

Inspiration



How to know if you might need a coach

“I feel alone and not sure that what I am doing is even right”

If you want to go fast, go alone; if you want to go far, go together – African Proverb

“I have no clear goals or plans, and I keep letting myself down.”

Without goals, and plans to reach them, you are like a ship that has set sail with no destination – Fitzhugh Dodson

“I feel like a hamster on a wheel.”

“There is nothing so useless as doing efficiently that which should not be done at all” – Peter Drucker

Find your coach this week

- 1 Write down the one number or habit that's been stuck for 6+ months.
- 2 Ask two agents you respect who their coach is.
- 3 Book one exploratory call before you leave this conference with a coach (List of coaches on hand-out).

Thank





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