



Learning Action Plan # 23

The Kahle Way® Sales Management System

Your issue: "As a sales manager, I'd like to refine my skills and have a process for leading my team to higher levels of performance."

Our solution: **The Kahle Way® Sales Management System.**

This is a powerful and proven approach to the key practices of sales management. This is the same system for which over 1073 sales managers in a variety of industries have paid \$1295.

It teaches a method for sales management, consisting of five key practices. For each practice there is a principle, a strategy, a process, and a set of tools. Sales managers are equipped to immediately put the system into practice. To learn more about it, visit this page: <http://www.davekahle.com/sellingsystem.html>.

There are six audio lessons, complete with exercises and worksheets. Each lesson should take about an hour.

We recommend one lesson a week, although each person can complete the program at their own pace.

Your Action Plan

1. Subscribe each of the sales managers to the SRC.
2. Assign them the lessons noted below in the sequence noted.
3. You can be credentialed as a "learning manager" and then run a report each month to see what each sales manager has done and how well they have done.
4. The curriculum:

Session One: Introductory Material

- a. Nugget N-206: Welcome to the Sales Resource Center™.
- b. Nugget N-203: How to Get the Most Out of the Sales Resource Center™

Session Two:

Pod-96: The Kahle Way® Sales Management System, Lesson One: Introduction to the Kahle Way® Sales Management System

Session Three:

Pod-97: The Kahle Way® Sales Management System, Lesson Two: How to create annual goals with your sales force.

Session Four:

Pod-98: The Kahle Way ® Sales Management System, Lesson Three: How to facilitate monthly Kahle Way ® meeting with your sales people.

Session Five:

Pod-99: The Kahle Way ® Sales Management System, Lesson Four: How to manage the training and development of your sales force.

Session Six:

Pod-100: The Kahle Way ® Sales Management System, Lesson Five: How to coach and counsel your sales force.

Session Seven:

Pod-101: The Kahle Way ® Sales Management System, Lesson Six: How to recruit and hire good new sales people.