www.linkedin.com/company/the-sales-coaching-institute



The Rules Every Professional Should Know

Understanding how to conduct yourself as a seasoned business professional is what separates one organization or individual from another. Those that learn, practice and live proper etiquette while developing and maintaining business relationships reap the benefits and always have an edge up on their competition.

This Business Etiquette Training Keynote/Workshop provides the tools and guidelines to become a successful business professional in a host of unique situations. Improving your business etiquette skills is the beginning of improving performance throughout your organization/career.



Program Objectives

- \otimes Be more intentional and strategic in business etiquette, as opposed to relying on intuition alone
- \otimes Recognize ways to implement business etiquette under a variety of conditions/circumstances
- \otimes Define business etiquette
- \otimes Provide examples of business etiquette and its benefits in the workplace
- \otimes Networking for success
- \otimes Understand how to make a good impression, the importance of an effective introduction, and the meaning of colors in dressing for success
- \otimes Minimize nervousness

- \otimes Understand name memorization
- \otimes Understand how to develop your business identity, powerful language, and self confidence
- \otimes Develop a personal business mission statement
- \otimes Facilitate meetings properly

Additionally, this program will:

- \otimes Motivate & inspire attendees
- \otimes Serve as a source of optimism
- \otimes Create the vision of professionalism
- \otimes Consistently communicate a professional vision
- \otimes Initiate and implement change to meet business etiquette goals
- \otimes Provide the resources and support to encourage change



Duration

- 45-60 Minute Keynote
- 2-4 Hour Breakout Session
- 6-8 Hour Full Day Training

This program can be customized for any event including:

- \otimes Breakfast / Lunch / Dinner
- \otimes

Sales Meetings

 \otimes

- \otimes Management Conferences
- **Recognition Ceremonies**
- \otimes Corporate Retreats
- \otimes Special Events