

## **The Sales Coaching Institute Holds Team Building & Leadership Skills Training Classes for MERA Services**

**Chicago, Illinois, October 6, 2019:** The Sales Coaching Institute, a company that provides sales and sales management training systems that are non-traditional, creative and customized to meet each client's needs, conducted a team-building and leadership conference for the Medical Equipment Services Association (MERA) in Gulf Shores, AL, on October 7, 2019.

The Team Building and Leadership training programs by The Sales Coaching Institute are designed to help sales managers learn to be more proactive in their roles. By learning to handle immediate problems, other issues can be addressed so they don't become more serious. The unique teaching by the Institute helps the sales manager learn to allocate more time for coaching that will ultimately result in a greater sales ROI.

Companies, groups and organizations that are interested in helping their sales professionals and sales managers improve the selling process through a training system are encouraged to visit the [Sales Coaching Institute](#) website or to call 847-359-6969.

**About The Sales Coaching Institute:** The Sales Coaching Institute has worked in the sales and sales management training industry for more than 25 years. The company offers a variety of methodologies that are adapted to the culture and environment of their client companies. The Institute offers creative, customized sales training systems tailored to the needs of their clients.

Company: The Sales Coaching Institute  
Address: 1061 W. 16th St. #306  
City: Chicago  
State: Illinois  
Zip Code: 60608  
Phone: 847-359-6969