A Tactical Playbook for Busy Leaders to Develop Top Performing Coaching Cultures

SALES LEADERSHIP

The Essential Leadership Framework to

Coach Sales Champions, Inspire Excellence and

Exceed Your Business Goals

KEITH ROSEN, MCC

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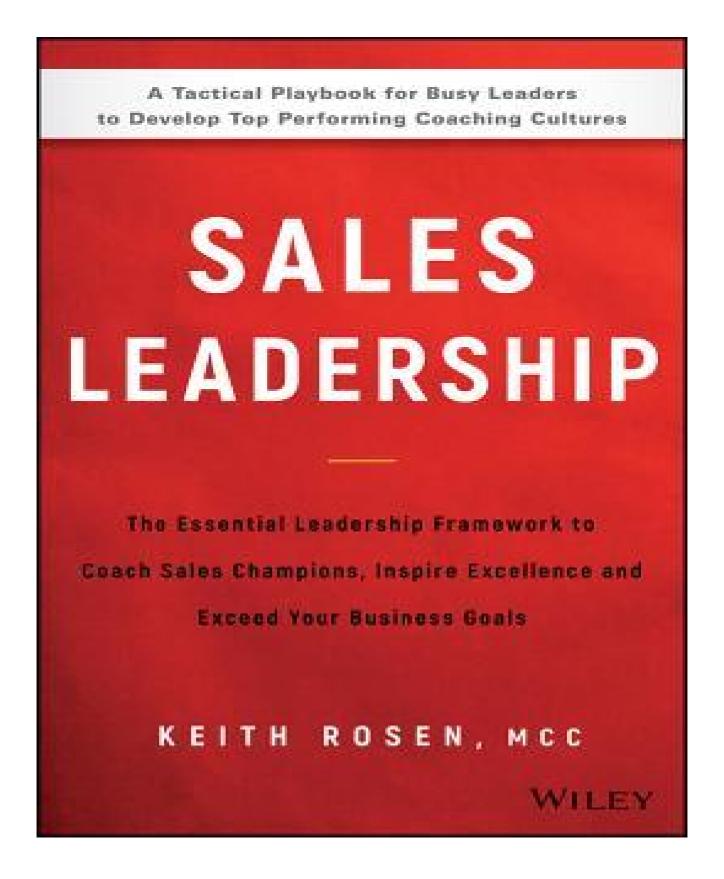
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Coach salespeople into sales championsThe secret to developing a strong sales leader isn't more training--it's better training. In Coaching Sales Leaders into Sales Champions, Keith Rosen answers the questions on how to coach, when to coach, and why training fails without it.Inside, you'll discover the author's updated L.E.A.D.S. Coaching Framework, which is used by the world's top organizations to get any sales and management team to perform better--fast. Winner of five International Best Book Awards and a #1 bestselling management book on Amazon, this is your tactical, step-by-step playbook for any sales leaders looking to get the very most out of their team.- Boost sales, productivity, and personal accountability-Achieve a long-term ROI from coaching by ensuring it's woven into your daily rhythm of business- Design, launch, and sustain a successful internal coaching program- Build deeper trust and handle difficult conversations by creating alignment around each person's goals and

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