



Take a Quantum Leap

Acquire new skills and techniques to bring your business to the next level. No need for just a “Leap of Faith.” We have the proven tools and resources to give you more:

- Confidence in your own ability
- Courage to say the things you wonder
- Comfort in any business setting
- Control over the selling process
- Qualifying techniques to save you time *and* money

Team Workshop Topics

- The Power of Asking Good Questions
- Prospecting to Prosperity / Growing your Referral Tree
- Climb the Sales Ladder: Use a Systematic Sales Process
- Networking on Purpose
- Becoming a Person of Influence
- Everyone Communicates; Few Connect
- Sales Management
- 15 Invaluable Laws of Growth
- Presentation Skills

Assessments

- **DISC** – Assess staff to improve self-introspection and provide tools to improve communications within the company, with clients and prospective clients.
- **TTI** – Assess final candidates in the interview process; utilize to identify specific training opportunities

Personalized One-to-One Coaching

Individual coaching is offered and recommended to reinforce learned content and ensure transfer of knowledge to application.

Mastermind Groups

Collaboration among like minded people from different industries gathering to share challenges and gain new ideas and techniques while practicing together.

Michelle Beauchamp, founder of **The Champ Group** brings her real world experience to your business environment. Her combination of corporate sales and multiple years as an entrepreneur, selling both products and services, have equipped her to empathize with a variety of business needs and challenges. She understands the challenges of identifying qualified prospects, uncovering reasons that would encourage them to buy, and the importance of following a consistent sales process to close business.

Michelle’s 25+ years experience in sales and sales management includes experience in a variety of Sales Leadership positions in Telecommunications, previous owner of Sandler Sales Training, prior owner of a Direct Mail franchise company, and Senior Sales Director for a Cosmetics company. She has developed customized corporate sales training programs and worked closely with business owners and their teams, as well as and independent Sales Professionals. **She and her team know the significance of developing relationships, understanding clients’ needs and creating opportunities for business growth.**

Michelle uses training content that provides techniques that get results, while preserving self-respect. You’ll learn the importance of holding yourself accountable as you build your business through our unique program of training, coaching and reinforcement!

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