



Intelead has been developing workshops and training new and veteran agents, in a variety of companies for over a decade. While each industry has specific needs, there are overlapping challenges.

We have partnered with Selling in a Skirt to deliver a targeted 5-week workshop that helps uncover the most important qualities to be a successful. We address the challenges people face and how to overcome them. We will guide them through finding business, networking, prospecting, how to communicate effectively, while acting, dressing and showing up professionally and finding balance. Let's not forget the outcome...sales. Once everything leading up to the sale is addressed, the actual sale becomes a natural part of the process.

Below is an overview of the S.K.I.R.T. workshop that attendees have found to be more eye opening about their business than they ever expected. We go in depth into each section with weekly assignments, case studies and role-playing and each attendee is held accountable as they build their "own" business. Being an entrepreneur isn't always the easiest venture. Having an accountability partner will help pave their road.

#### Module 1 **S**tanding Out

1. What product or service are you providing?
2. Who is your target market?
3. How do you find them both online and offline?

#### Module 2 **K**ey to Success

1. Communication and Building Relationships
2. Asking questions-being interested not interesting
3. Listening-cementing the relationship

#### Module 3 **I**nspirational and Inspiring

1. Determining your core values
2. Defining you goals
3. Closing the gap

#### Module 4 **R**esults

1. What is your business or career path?
2. What are your financial, professional and personal goals for the next 12 months?
3. How do you eat an elephant?

#### Module 5 **T**ime Management

1. What is balance?
2. Discovering your priorities
3. Can you have it all?

At the end of the 5 weeks, each attendee will have their plan for the year and beyond. We can offer a monthly call to answer any questions and make sure their road to success is an easy one to navigate.