

Sales Coaching With NLP

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What happen if YOU do not attend this course?

You will miss the opportunity to learn the Art and Science of Sales Coaching with NLP. Very likely, you will continue to engage your colleagues, bosses, and people in their personal life, the way you have been doing for many years. What if these 2 days will equip you with a systematic process of preparing for any sales coaching? What if these 2 days will teach you what the other party value most before you even enter into any sales coaching with them? Will both your professional and personal life be brought to a whole new level?

Experiencing poorer sales result has caused many sales leaders and sales professional to act hastily. We would to offer our assistance to help you to resolve the problem of managing under performance of your sales force.

Mengalami kemerosotan jualan akan menyebabkan ramai ketua jualan dan profesional kecewa dan akan bertindak di luar batasan. Kami bersedia menawar bantuan menolong menyelesaikan masalah pengurusan pasukan jualan yang berprestasi rendah.

WE OFFER YOU, Sales Coaching with NLP program to increase your sales performance and enhancing the morale of the sales team. Coaching is not a digital product, it needs physical presence and times, thus coaching is the best approach to acquire skills and close more business.

Sales Coaching is an important element for sales profession. Most sales personnel are not trained systematically on sales coaching even though this skill can be beneficial to them in both their personal and professional lives. The course is an opportunity to learn strategies and process for successful sales coaching.



KAMI MENAWARKAN , “ Sales Coaching” dengan kaedah NLP untuk menambah prestasi jualan dan meningkatkan moral pasukan tenaga penggerak. “Coaching” bukan produk digital, ia memerlukan penglibatan secara fizikal dan masa, lantaran itu ia menjadi pendekatan terbaik untuk memiliki kemahiran dan mengaut perniagaan yang lebih baik.

Assistance and help will be offered to determine the root cause of the sales team poor performance. Time is of the essence. In addition to the following strategies, Coaching with NLP would make the MOST IMPACT in the shortest time.

- ✓ Improving and having right sales strategy
(Memiliki Strategi jualan yang baik dan sempurna)
- ✓ Having in place the effective sales process
(Mempunyai proses jualan yang berkesan)
- ✓ Developing essential selling skills
(Membangun kemahiran yang wajib dimiliki oleh pasukan jualan)
- ✓ Developing the important process of sales coaching using NLP approach
(Membangun proses penting untuk “Sales Coaching” dengan kaedah NLP)
- ✓ Communication is one of the most important factors for successful selling.
(Komunikasi adalah faktor paling penting untuk kejayaan jualan profesional)

Bantuan dan pertolongan adalah ditawarkan untuk mengenal pasti punca kepada kemerosotan prestasi pasukan jualan. Masa sangat berharga. Sebagai tambahan kepada strategi diatas, “ Coaching dengan kaedah NLP” akan memberi impact yang amat ketara dan besar dalam masa yang singkat.

The Sales Coaching with NLP will enable the participants to learn the practical solution to supercharge the sales and to retain good clients.

- ✓ Increase sales
- ✓ Increase Satisfied Clients
- ✓ Nurture referral from happy and satisfied clients
- ✓ Uplift motivation and Self Confident
- ✓ Improve communication skills
- ✓ Enhancing team bonding
- ✓ Building trust with clients

Credit Under-Writing Skills



Participants will be guided and taught by Zainal Abidin who brings over almost 3 decades of experience helping corporate organization, business executives and aspiring entrepreneurs discover success. A qualified senior management professional with significant experience in managing branch operations, corporate business transactions as well as business acquisitions for corporate / institutional, business and retail banking, having 30 years' track record in the banking and finance sectors, for both, Islamic and Conventional.

WHAT YOU WILL LEARN WHEN YOU ATTEND THIS TRAINING.

- Understand the underlying principles of CREDIT and learn what you can do to get the best outcome
- Fraud – 'stop fraud at the door' – techniques to spot, potential fraud.
- Credit Weaknesses – Learn to identify and avoid credit weaknesses
Use a tree -step template to systematically manage any credit application, which are
- Credit Origination Process, Credit Evaluation Process and Credit Verification Process
- Learn the 5 "C" s approach, the CAMPARI model and Credit Scoring approach
- Be a prudent bank credit executive

Islamic Banking and Finance

Islamic Banking and Finance

- 1- Asset Management
- 2-Syariah Principle and “Riba”
- 3-Syariah Principle in Islamic Banking
- 4-Element of “riba”, “Gharar” and “Maysir”
- 5-Law of contract
- 6- Financial Instruments and banking products: Retail ,Business and corporate Banking.
- 7- Principle of deposit
- 8-Islamic Venture : “Musyarakah” and ‘Mudarabah”
- 9-Takaful; general ,family
- 10- Capital Market and Equity
- 11-Asset Management from the perspective of Islam





The Malaysia Experience

SUCCESS Negotiation
with NLP and Personal
Excellence



The Importance of Personal Excellence ..



+ve Work Culture



Satisfaction Customer



Increased productivity



**MORE
PROFIT**

NEGOTIATION WITH NLP 'Chuck up and Chuck down'

We are negotiating everyday... with customer, partners, suppliers, repeatedly over a long period of time. To ensure we do not lose skills and become less successful in our negotiation to get what exactly we want, our program would give an opportunity to the participant to learn using NLP approach what negotiation is and how to get the most from their negotiation.

The strategies for negotiation will be explored and how to apply the strategies and process for successful negotiation with other parties would be taught. We have to learn it by practicing it as negotiation is a practical skills.

This course was designed from the outset to support hands-on training of this vital skill to maximize knowledge transfer and increase the retention rate of participants so the skill is used correctly long after the course is delivered.

WHAT YOU WILL LEARN WHEN YOU ATTEND THIS TRAINING WITH DATUK ZAINAL ABIDIN

- Steps for proper negotiation preparation will be well defined
- Chuck up and Chuck down
- Understanding the KEY principles of negotiation and learn what you can do to get the best outcome
- Learn how to negotiate effectively with different personality styles
- Understand the behaviors of winning negotiators
- Distinguish interests from positions and learn how to uncover hidden interests
- Use a 6-step template to systematically prepare for any negotiation
- Leverage on differently valued 'currencies of exchange' to create value out of nothing
- Identify the four steps in the negotiation process
- Use a negotiation strategy that moves you closer to a win/win outcome
- Learn bargaining techniques and strategies of inventing options for mutual gain and move negotiations from bargaining to closing

BUSINESS MERGER

INTRODUCTION

- This two days program is intended to provide the Fundamentals in the Key Areas of POST MERGER ACTIVITY that would serve as the Foundation of Success for the merger exercise. The intent is to share, invite inquiries and facilitate class-room discussions so that at the end of the Two Days, the participants will have a solid grasp of what are required of them as employee of the merged entity.
- In the context of the challenges of the current environment it is imperative that the whole team be well-equipped with the right competencies, the appropriate attributes and the tenacity plus resilience required for them to serve as the Change Agents of where they are.

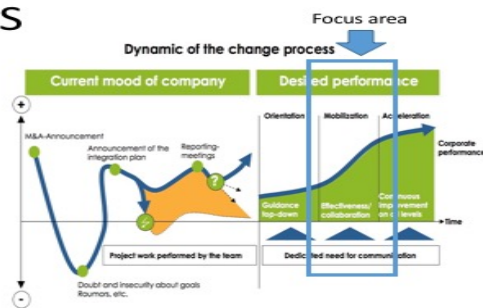
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FOCUS

A 2- Day Mastermind Intensive would emphasis and focus on the **post-merger** scope of the responsibility and accountability of the acquiror to capture the value sought from a transaction.

Integrating two businesses, is quite challenging and requires planning.



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Post Merger Toolkit



- The important of the Merger Toolkit
- The contents of the Merger Toolkit

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<https://www.facebook.com/dzainal.ahm>
<https://www.facebook.com/TrainingandCoachingSpace/>



The International Coach Federation (ICF) defines coaching as

“Partnership with clients in a thought-provoking and creative process that inspires them to maximize their personal and professional potential”

Key points of coaching

- Partnership
- Creative Process
- Maximizing human potentials

Coaching is not similar to TRAINING, CONSULTING, COUNSELLING, MENTORING AND FACILITATING.

ICF Professional Coaching Core Competencies,

- ✓ Setting the Foundation
- ✓ Co-Creating The Relationship
- ✓ Communication Effectively
- ✓ Facilitating Learning and Result

