

QUOTA® SYSTEM PROGRAMS

Quota® Sales Self Leadership™



QSSL™ graduates recommend the QSSL™ experience as an essential step to personal mastery and leadership development.

Quota® Sales Self Leadership™ (QSSL™) is a fun, interactive learning experience that teaches participants critical sales self-leadership skills.

QSSL™ is an advanced program for sales professionals and sales managers that have mastered the core competencies taught in Quota® and Quota® COACH™.

Sales, self-development and leadership concepts are blended to help you become the best sales leader – YOU can be! The concepts covered in this unique and inspiring program teach you how to plan for sales leadership and leverage for maximum success.



Participants follow a Six-Step process of self-discovery that is often life changing:

- 1** It Starts With You
- 2** Demystifying Sales Leadership
- 3** Engaging Others
- 4** Creating Loyal Customers
- 5** Planning for Leadership
- 6** Making it Work

The program follows the unique Quota® gamification process and provides each QSSL™ attendee with pre-work; workbook; binder; laminated skill review cards; pen and QSSL™ prizes.

QSSL™ can be delivered as either a one or two-day program. The two day program includes the Personality Profile Assessment (PPA) from Thomas International. This additional tool provides unique and powerful insight into personal progress and improvement areas.

