

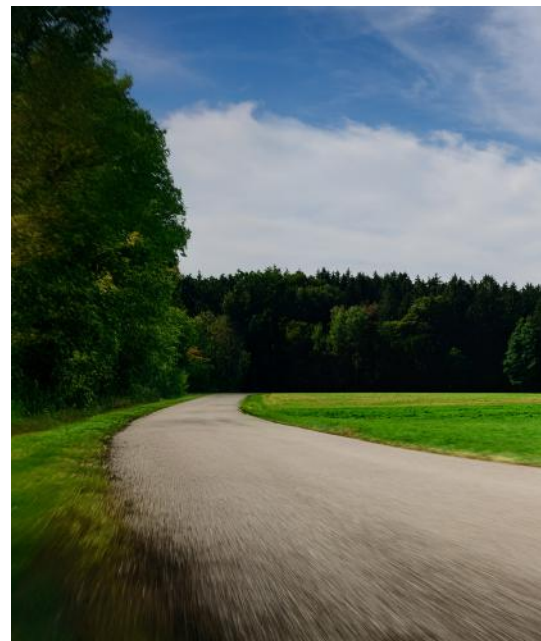


**NETWORK PERFORMANCE PROGRAMME
COACHING SUPPORT Q1 2025**

RETAIL COACHING SUPPORT

1:1 coaching delivered on an individual or small group basis to allow for bespoke content specific to an individual or Retailer. These modules can be completed independently or as part of an agreed coaching plan.


MODULE	DELIVERY METHOD	DURATION
Inbound Call Handling	1:1 Coaching	45mins
Handover Excellence	1:1 Coaching	45mins
Launchpad Usage Review	1:1 Coaching	45mins
Lead Management	1:1 Coaching	45mins
Lost Sale Management	1:1 Coaching	45mins
Sales Funnel Management	1:1 Coaching	45mins
Loyalty Process	1:1 Coaching	45mins
Outbound Call Handling	1:1 Coaching	45mins
Service to Sales	1:1 Coaching	45mins
Selling Skills For Success	1:1 Coaching	45mins
Closing	1:1 Coaching	45mins





RETAIL SALES COACHING SUPPORT



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BUSINESS COACHING SUPPORT



MODULE	DELIVERY METHOD	DURATION
Introduction to Business Sales	1:1 Coaching	45mins
Business Prospecting	1:1 Coaching	45mins
Local Networking	1:1 Coaching	45mins
LinkedIn as a Prospecting Tool	1:1 Coaching	45mins
Maximising Business BEV Opportunity	1:1 Coaching	45mins
Managing Business Activity	1:1 Coaching	45mins
Recruiting an LBDM	1:1 Coaching	45mins
Marketing	1:1 Coaching	45mins
Database Management	1:1 Coaching	45mins
Nurturing Customer Relationships	1:1 Coaching	45mins
B2B Loyalty Retention	1:1 Coaching	45mins







BUSINESS SALES COACHING SUPPORT





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