

JABS Seminar

Training Plan

Course Title : JUST Accelerated Business System (JABS)
Course Objective : Consultants expected to accomplish:

a) SALES

- (i) Define personal sales goals or realign goals, in line with JUST group overall objectives & targets.
- (ii) Review past 6 months performance and diagnose gap.
- (iii) Introduce “My Sales Book”
- (iv) Introduce Buddy-system (or Mentor-mentee).

b) TEAM POWER

- (i) Introduce JUST sales target, vision & mission.
- (ii) Cultivate & strengthen team spirit.
- (iii) Reinforce no-blame, no-excuse.
- (iv) Set-up committees for – training, team activities, e-group.

c) BELIEF SYSTEM

- (i) Powerful and right mindset, attitude and belief system to boost sales performance.
- (ii) Discipline in sales activities.

Estimated Total Time : 2 days program
Participants Materials : My Sales Books, Vision Board, etc
Equipment Required :
Training Method :
Assignments : My Sales Book, Vision Board
Reference : A-Star manual, The Secret concepts

Itinerary

Day 1

8.30 am	:	Registration & breakfast
9.30am	:	Speaker 1
10.00am	:	Break (no meal provided)
10.15am	:	Belief system – Mindset (The Ka-ching Mindset)
12.30pm	:	Lunch
2.00pm	:	TeamPower Building
3.30pm	:	Tea-break (meal provided)
3.45pm	:	Sales Booster (Goal setting & review)
5.30pm	:	End Day 1

(Homework day 1: Vision board & My Sales Book)

Day 2

8.30 am	:	Breakfast
9.30am	:	Wealth Affirmation
10.00am	:	Break (no meal provided)
10.15am	:	Goal setting & review (continued)
12.30pm	:	Lunch
2.00pm	:	Sales Booster (Strategies) – sharing session
3.30pm	:	Tea-break (meal provided)
3.45pm	:	Speaker 2
5.30pm	:	End Day 2

Other topics:

Mind over Matter

Retire Young, Retire Rich

Suggested Speakers:

Pn Jaslinah, Pn Azizah Saad and another.