



Will to Win is a licensed trademark of InPower,

Knowing what to do is not enough...

One of the biggest challenges for tenured representatives -- as well as their managers -- is staying in touch with their inner drive to succeed. Renewing that drive with updated tools and creative thinking is key to inspiring people to meet their own meaningful goals, leading to better morale *and* profits.

By actively focusing on what is most important, the **Will to Win™** program engages experienced performers with simple, yet powerful tools for defining a successful approach and adopting behaviors proven to impact their goals.

What happens when you focus your will?

In this energizing one-day workshop, participants will practice a profound four-step process designed to help them:

- > Renew confidence in their abilities to meet and exceed their goals.
- > Recognize the gap between their current situation and success, developing a plan for consistent action and improvement.
- > Set effective goals, take assertive action and take responsibility for their results.
- > Collaborate effectively with their counterparts -- their managers, teammates and others.
- > Coach themselves to persist until they win!

Hard-wiring the will to win...

Organizations that have successfully implemented **Will to Win™**:

- > Employ the program as part of an experienced performance management curriculum in continuous learning, or to launch a meeting to motivate teams.
- > Use the program's concepts to continually keep teams focused on key business drivers and goal-centered behaviors.
- > Use in conjunction with the **Coach 4 Success™** management training program to generate greater collaboration between teams and leadership employees.

"Training for tenured representatives too often focuses on issues of skill -- product knowledge, selling skills, and territory planning -- when the core issues may be more will than skill."

Barr Corporate Success: Where Strategy Brings Action and Action Brings Success!

Let's get to work!