

LEADERSHIP *Online*

Sales Management Training



LEADERSHIP *Online* provides powerful, competitive advantages to Sales Managers seeking to leverage and grow market opportunities.

LEADERSHIP *Online* will empower leaders and companies to:

- Learn strategic business planning, recruiting and retention best practices
- Gain stronger coaching and conflict management skills
- Enhance business and time management skills to effectively lead
- Create a sound mission statement & core operating principles
- Realize immediate and permanent returns on training investment

**“Growth and retention is the by-product of LEADERSHIP.
XINNIX is the future of our business since human cloning is frowned upon!”**
Frankie M., RSVP

Empower your company with unlimited growth potential.

Your most powerful competitive advantage is one phone call away.

To enroll in LEADERSHIP *Online*, visit XINNIX.com or call 678-325-3500, today!

XINNIX
THE MORTGAGE ACADEMY OF EXCELLENCE.™

LEADERSHIP *Online*

Sales Management Training

This training is designed for managers or leaders directly tied to production objectives within the company. The online format allows time to implement proven strategies, business disciplines, knowledge and insight to rapidly accelerate your Loan Officers' production.

1. Leading and Directing

- Provide direction and purpose for your branch that engages every team member
- Establish operating principles that will unify your team
- Create and execute a business plan for your branch to ensure performance and growth

2. Planning and Executing

- Implement four vital planning steps proven to immediately accelerate production
- Learn the critical components of a Loan Officer Business Plan to effectively lead your LOs
- Measure your Loan Officers against the six attributes of highly successful LOs
- Assist your Loan Officers in creating their production objectives with focus and clarity
- Discuss account assignment strategies that will lead to greater market share
- Conduct engaging, informative, and inspiring team sales meetings

3. Coaching and Acknowledging

- Understand the true definition of a coach as a sales manager
- Confidently motivate your team members for higher production
- Drastically improve one on ones with a proven 3 step process
- Acknowledge your Loan Officers successes and strengths to retain them long term

4. Recruiting and Retaining

- Identify strategic methods of locating experienced Loan Officers to grow your team immediately
- Obtain twenty unique recruiting techniques that are highly effective in attracting top producers
- Maximize the screening and interview process to ensure you identify high quality candidates
- Successfully recruit your sales force with passion and effectiveness

4 Interactive 90 minute Virtual Classes with Printed Course Materials

Key Assignments to Drive Your Team's Production

Valuable Downloads and Tools for Immediate Use

