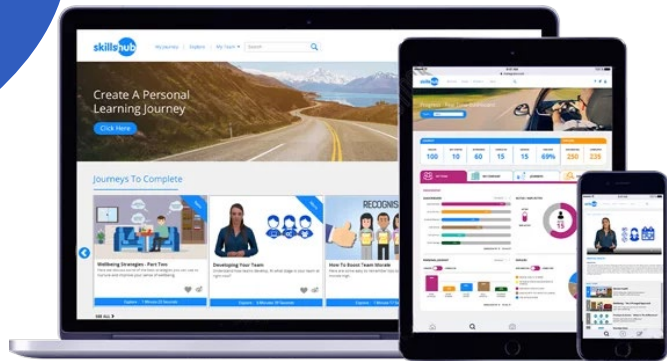


Skillshub CONTENT DEMO

Content Only

Andrew Cull
andrew@skillshub.com

skillshub





CONTENT

**How many? What formats? What do I get?
How would we move forward? Let's see some!**

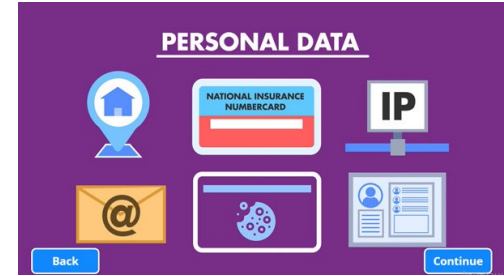
CONTENT – 750 COURSES (6 styles)



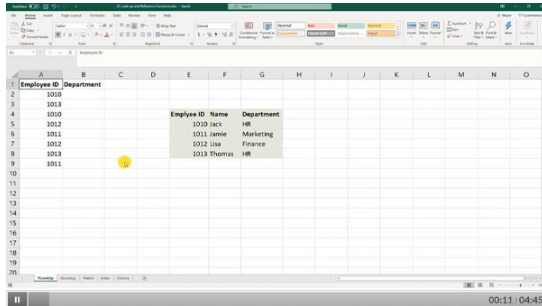
Presenter Led



Animation



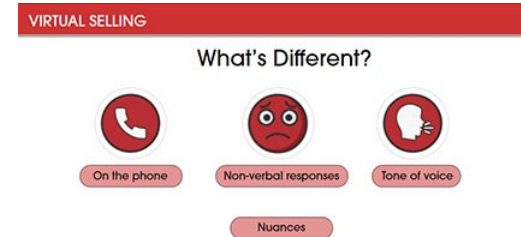
Motion Graphics



Screen Share



Sketches




Slide Deck



Current Topics

- Management and Leadership
- Sales Effectiveness
- Equality, Diversity & Inclusion
- Project Management
- Finance
- Customer Service
- Communication Skills
- Personal Skills
- Human Resources
- Health and Wellbeing
- Health and Safety
- GDPR
- Microsoft Excel
- Manufacturing & Engineering
- British Values

Resources include a relevant mix of...

- Video
 - Quick Assessment
 - 1 Page Infographic Cheat Sheet
 - Transcript
 - 3 Specific Action Points To Embed
 - 12 Coaching Blueprint Questions
- 

New content is created and added each quarter based on the recommendations of our clients and what they need






Have all **750 courses** or select a **Pick n' Mix** and we can quote

KNOWLEDGE IS NOT ENOUGH

Pre-Call Planning & Objective Setting







Action Planning

<h4>Action 1</h4> <p>Review</p>  <p>Review the 3 main areas for planning and objective setting pre-call. What do you currently do? What don't you do? What could you do? Write this down to help you on the next step.</p>	<h4>Action 2</h4> <p>Plan</p>  <p>Pick 3 prospects that you are due to call and consider what you know about the industry and the businesses. Do you know enough? What is your objective for the call? Is it an appointment? Is it to find out more about what they need? And finally what will you say?</p>	<h4>Action 3</h4> <p>Application</p>  <p>Call each of your 3 prospects and put into action your knowledge, objective and sales framework. What went well? What could you have done differently and as a result what will you do next time?</p>
---	---	---

Session: SECA1 ©SkillsHub 2017

Pre-Call Planning & Objective Setting

Cheat Sheet

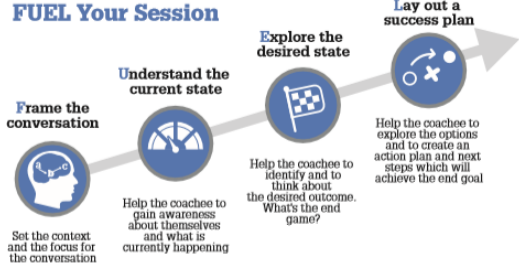
<p>Know Your Stuff (Industry, Prospects Company Etc.)</p> 	<p>If You Call To Set An Appointment Don't Sell Yourself / Company / Product</p> 	<p>Have 3 Reasons Why The Prospect Should Meet With You</p> 
<p>Have A Well-Planned Script Prepared</p> 	<p>Mind Maps Can Be Beneficial As Well As A Script</p> 	<p>Lose The Smile & Dial Approach</p> 

Session: SECA1 ©SkillsHub 2017

Pre-Call Planning & Objective Setting

Coaching Blueprint

FUEL Your Session



Frame the conversation
Set the context and the focus for the conversation

Understand the current state
Help the coachee to gain awareness about themselves and what is currently happening

Explore the desired state
Help the coachee to identify and to think about the desired outcome. What's the end game?

Lay out a success plan
Help the coachee to explore the options and to create an action plan and next steps which will achieve the end goal

Power Questions

- What does your Pre-Call Planning currently look like? What do you currently do?
- How would you describe the effectiveness of your initial calls with prospects? What makes them effective/ ineffective?
- Before making a call, on a scale of 1-10, how well do you know the business/industry? Probe further.
- What are your objectives going into a call? How do you plan to achieve these objectives?
- What framework do you currently use? How is this working for you?
- What notice do you currently take of background noise? What are the benefits of this and how can you use this to your advantage?
- What is rapport? How do you currently build rapport with your prospects? How is this working for you? What could you do differently?
- Talk me through you're planned not canned script for each of your 3 prospects. What went well? What could you have done differently?
- What would you like to happen as a result of Pre-Call Planning and Objective Setting?
- In the future how will you know if you've been successful in your Pre-Call Planning and Objective setting?
- How will you know your planned not canned script is effective? What will you do?
- How will you review the effectiveness of your Pre-Planning and following the 3 steps? How will you know what's working and not working?

Session: SECA1 ©SkillsHub 2017

All written by L&D experts not techies! Over **3,000 RESOURCES** in total

How Do I Get My Hands On Them?

Before you say yes...

1. Let us know your preferred format
 - **SCORM Files**
 - **SCORM Links**
 - **Non-SCORM Options**
2. We'll test that it all works
3. We'll provide you with all that you need
4. Job done. Enjoy the content!



skillshub



Test It Out

<https://www.skillshubcontent.com>

This test site provides 4 examples of each type content plus FAQs, full library list and pricing options

skillshub