

wk<sup>+</sup>IQ



SALES SH/FT

Welcome

THE  
WKIO  
GROWTH  
CLUB



# HOW IT IS **DELIVERED**

## ■ QUARTERLY ONE-ON-ONE COACHING

Personal WK Advisory Coach for individual mentoring  
Develop both personally & professionally

## ■ PEER SUPPORT

Share your growth & development journey  
Work with like-minded business people  
Supportive & confidential environment

## ■ QUARTERLY Growth WORKSHOP 9am to 1pm

delivered by our resident Sales Scientist Mike Boyle  
Current & relevant sales and marketing topics, content & insights to inspire & motivate  
Innovative learning with proven implementation strategies & processes

## ■ BLENDED LEARNING

Cloud-based learning & development resources  
24 x 7 access  
Courses, workshops & videos of global best practice models & strategies



SALES SH/FT

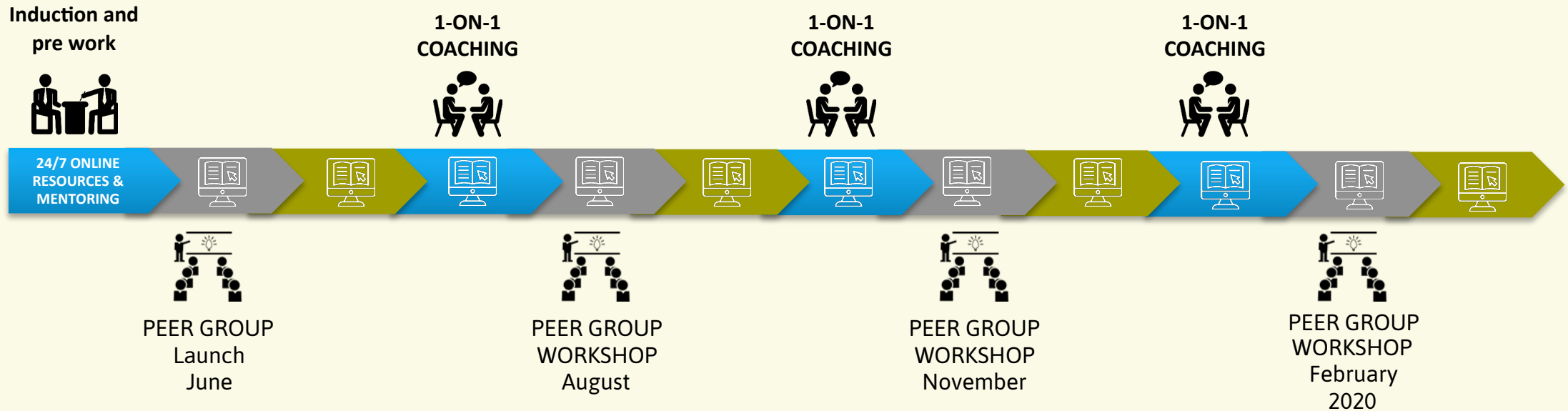
**Through one-on-one coaching, learning workshops, online resources & peer support your personal skill development is assured.**



# WHAT YOU WILL EXPERIENCE

Annually each member will have quarterly cycles of personal learning & development opportunities supplemented by shared group experiences.

Private session with your WK Advisory coach to address current issues and develop action plans for the quarter ahead.



Topical workshop with peers where sales and marketing insights are shared and professional development opportunities occur.

# WORKSHOP DATES

- FOR 2019**
- 20th June 2019
  - 15th August 2019
  - 28th November 2019
- FOR 2020**
- 27th February 2020

