

INTRODUCING

Rainmaker: MAKE THE RAIN Programme

kissingwithconfidence[®]
MAKE THE RAIN

LIVE VIRTUAL LEARNING



At Kissing With Confidence we deliver transformational skills and behaviours that grow your business and your people.

Our new, virtual, live learning programme, 'Make The Rain', combines over 20 years of skills development training into a intensive 3 month journey that will change your people and your business prospects forever.

Rather than sticking a finger in the air or basing feedback on anecdotal evidence we are fanatical about measurement. Especially when it comes to our Rainmaker programmes delivering results. We know from direct feedback, 100% of organisations increased sales after being on the Rainmaker programme.

Our highly engaging trainers use our established winning content, focusing firstly on form and then embedding through frequency. Our immersive training gets delegates up to speed with supported learning embedding the new skills and behaviours and driving momentum from day one.

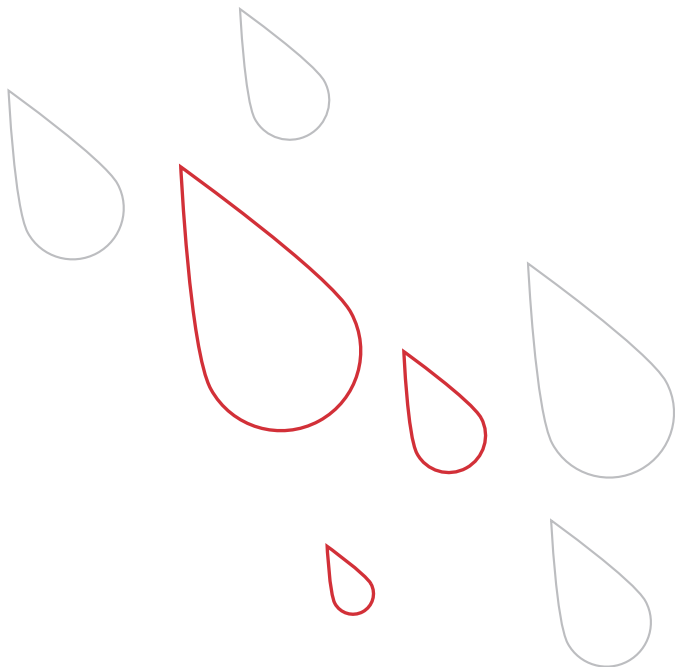
10 KEY BENEFITS

- Inspire your people to love selling
- Create a sales culture across your business
- Deliver cross-selling opportunities
- Improve conversion rates in client chemistry meetings
- Generate more leads and referrals in your sector
- Get more business from your existing clients
- Have you create compelling, winning pitches
- Demonstrate measurable, sustained improvement in key sales skills
- Give you ROI far exceeding your investment
- Flexible, efficient Live Virtual Learning that keeps everyone "in the room".

THE NITTY GRITTY

So what's it all about... 3 big bites of our masterclasses supported by options for check-in workshops and BD Skills Mentoring, over an intensive 3 month period for your most energetic and engaged people.

Here are some of the key objectives from each masterclass that will realise real results in your business:



PROCEED UNTIL APPREHENDED ATTITUDE, APPROACH AND ACTION

- Sort out your attitude and approach to business development
- Overcome sticking points in the business development process
- Employ the 20 ways to engage and the 61 ways to keep in touch and consider 30 ways to do it in the virtual world
- Make time for business development and adopt a more systematic and organised approach

SELL THE SIZZLE YOUR VALUE PROPOSITION

- Flex your style with six ways to pitch
- Connect bespoke benefits to relevant features
- Be memorable using the emotional connection
- Five ways to unleash your creative imagination
- Adapt your message to suit the listener
- Ways to unleash your creative imagination

ADVANCE THE CLIENT MEETING BE IN THE ROOM

- Look into the future by reviewing your Advance before and have a range of possible outcomes
- Build rapport by engaging, being fully present and genuinely curious – even when it's a virtual meeting
- Uncover a wider range of potential needs by asking the right questions and suspending your desire to pitch too soon
- Create compelling 30 second pitches and deliver with perfect timing

MORE THAN A MASTERCLASS

Once the classroom door closes on a Masterclass the story goes on. We're here to check-in, support and continue to mentor and ensure Rainmaking becomes a way of life and not just another life experience.

MONTHLY CHECK-IN WORKSHOPS

Armed with feedback from our pre-programme and one month assessments, our facilitator will have anticipated the needs in the room and can steer the workshop towards the required outcomes. Delegates will look at their good, bad and ugly experiences and set goals for future action.

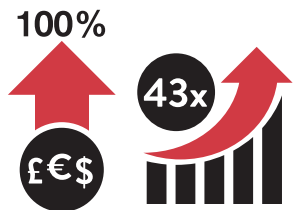
BD SKILLS MENTORING

Available throughout the programme, delegates have access to our team to look at any aspect of their BD skills and help drive their development.

- How you sort out your time and systems
- That tricky chemistry meeting with a new prospect
- Your approach to a pitch for additional work from an existing client.

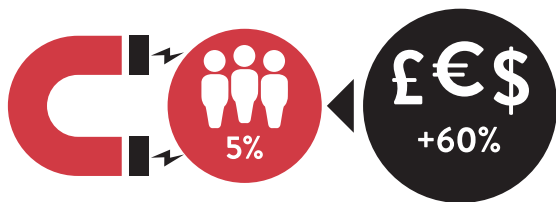


WE CAN SEE THE FUTURE: JOIN US THERE



INCREASED SALES

100% of companies see increased sales within one month. After 3 months, sales are even higher. The Sales Return on Investment (SROI) is on average 43x the programme cost.



IMPROVED CUSTOMER RETENTION

Participants tell us their client relationships have been transformed leading to more frequent and larger purchases. This results in improved margins and more client referrals.



IMPROVED BUSINESS DEVELOPMENT PERFORMANCE

Our programme participants report an improvement in their personal business development performance. After one month 95% say their performance has improved however after three months it rises to 97%.



STAFF ENGAGEMENT

Participating companies report a massive increase in staff engagement - providing them with a new sense of purpose. The estimated cost of disengagement in the UK is £2043* per employee, it's not a figure to be sniffed at.

* (according to Gallup's State of the Global Workforce Report)

WE BELIEVE IN OUR PROGRAMMES AND SO DO OUR CLIENTS...

“Good to refocus and remind myself of how I want to be and **what is stopping me being that.**”

“Fabulous course with lots of **energy from the facilitators.** Material is excellent and I've come away feeling more **confident** about pitching and selling.”

“The Virtual environment was better than expected. The breakout facility worked particularly well.”

“**Very valuable** in (I) giving time and space to think about a core part of the job, (II) the chance to meet and discuss with new peers (III) **high quality materials** which will be helpful in the future.”

Click to see our case studies:

CASE STUDY **1** CASE STUDY **2** CASE STUDY **3** CASE STUDY **4**

UMBRELLAS OUT,
BECAUSE THE RAIN
IS COMING...

SPEAK TO US TO
FIND OUT MORE

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