



**ACCISS™**

Wayne Vanwyck

## **ACCISS:** **The Ultimate Sales Development Program**

Develop the art and science of sales! Selling successfully starts with a confident and professional salesperson. ACCISS doesn't start with a set of "sure-fire steps for selling", but rather with understanding what makes a successful salesperson.

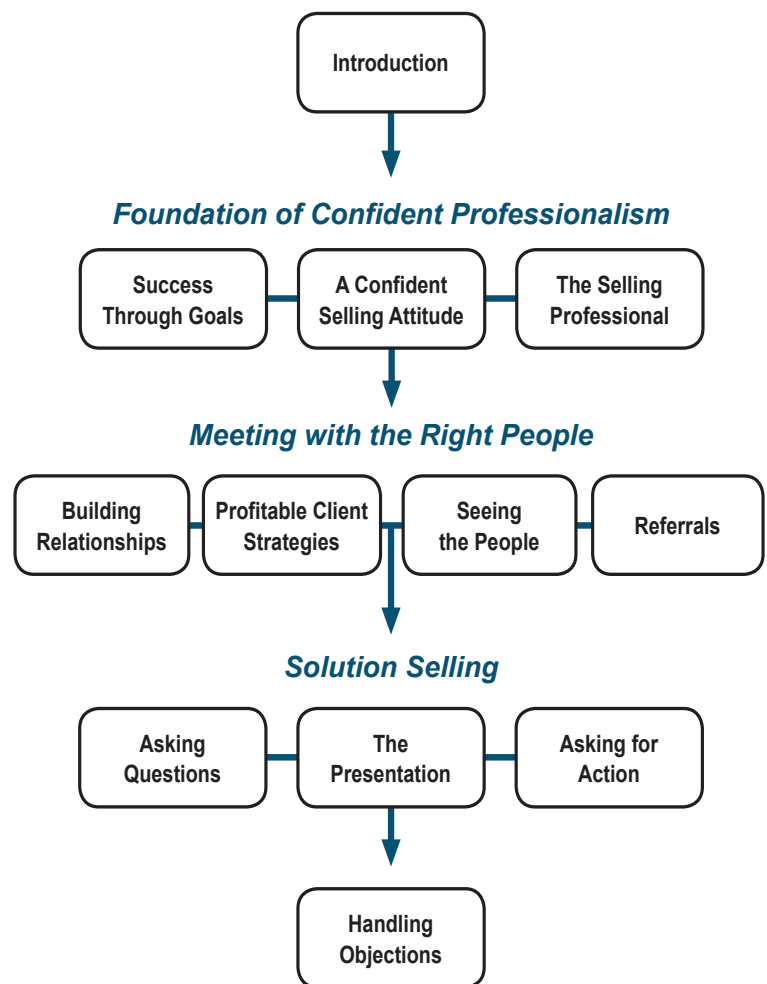
Regardless of your product or service, the principles of successful selling remain the same. ACCISS will show you the keys, then how to bridge the gap between knowing what to do and actually doing it!

## **The Breakthroughs:**

The ACCISS Program has a track record of more than 12 years of success. Author Wayne Vanwyck, himself a successful business person (*see over*), has created a program that:

- Promotes action and results.
- Focuses on personal growth, developing individuals and developing the organization.
- Clarifies how to set clear expectations in the sales force.
- Takes a holistic approach to the life of a salesperson.
- Contains a step-by-step formula for success in selling.
- Leads participants through the entire sales process, from identifying potential clients to closing the sale.

## **Strategic Goal Setting Process:**



**“With the knowledge and confidence I gained from the ACCISS course, I was able to surpass my original sales quota and add over \$15 million of new business my first year.”**

— S. S. Energy services



## Wayne Vanwyck, Author of ACCISS

Wayne has been a successful sales and leadership trainer and speaker for over 20 years. He is the author of three sales courses, the book *Pure Selling* which is a national bestseller, a columnist for a number of business magazines and has published over 100 articles on sales, leadership and entrepreneurship. He's also a successful entrepreneur and owns four service companies employing over 60 team members and aligned with 40 training partners.

His clients include diverse firms such as IBM, The Toronto Star, Home Hardware, Investors Group, Maple Leaf Foods, the Canadian Dept. of Foreign Affairs, and many others.

### Benefits:

ACCISS participants will be able to:

- Develop well defined goals
- Identify top “payoff” activities and prioritize time accordingly
- Develop clients and build stronger, trusting relationships
- Communicate more effectively
- Increase their personal performance
- Diminish stress and deal more effectively with change
- Close more sales

### Sessions

ACCISS is presented in 12 sessions (*shown on front page*). ACCISS uses **Paced Learning**, which allows the learner to understand and assimilate information over time.

### Audience:

ACCISS is suitable for:

- Any organization in almost any industry.
- Salespeople with a desire to grow.
- VP Sales and sales managers.
- Companies who are looking to grow and get improved results.

### Materials

- Lesson Manual containing all relevant concepts.
- Audio library for efficient, effective learning.
- Action/Application binder — learning exercises that support the process.
- Win-Win goal plan.
- Daily Effectiveness Check for building weekly habits.
- Electronic management forms.

Presented Locally By:



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