

HOW TO MANIFEST THE BEST EVER PERFORMANCE

FOR INDANE DISTRIBUTORS



THROUGH
TRANSFORMATIONAL
TRAINING
OF INDANE
DISTRIBUTORS



PRESENTED BY
DHURV SATYA CENTER FOR PERSONAL TRANSFORMATION PVT. LTD.
(AN ISO 9001:2015 CERTIFIED ORGANIZATION)

ABOUT US

We wish to introduce ourselves as a leading consulting and training organization in India headquartered in Kolkata. We work with over 400 leading all India companies and MNCs where we impart training and consulting services. Our programs are life changing with profound transformational impact. Our sales programs have triggered outstanding performances consistently in various organizations.

OUR WORK WITH IOCL DEALERS/ DISTRIBUTORS

We have so far conducted 2 day dealer training workshops for IOCL all over Eastern Region where we have covered close to 600 dealers. These programmes have been extremely successful. We are now about to commence training for the INDANE distributors all over India.

WHY TRAIN THE INDANE DISTRIBUTORS

Today in a highly competitive market the only differentiator is Customer Delight. The distributors need to develop the right attitude and enhance their response speed-They need to develop the quantities that make them good entrepreneur-They need to learn how to be more efficient in operations, how to enhance their sales through best sales practices and improve my brand image, how to enhance their profitability, how to monitor better workforce performance and enhance safety orientation.

MODULE HIGHLIGHTS

- How do I keep myself fit and motivated to achieve this target (Health and positive attitude building action plan).
- What specific actions do I need to take to keep my staff efficient, performing and motivated (Talent management action plan).
- What new and specific actions do I need to take to enhance my sales and customer connect (Lead generation and lead management action plan).
- What specific actions do I need to take to enhance my cost control and outstanding realization (Cost control and credit management action plan).
- What specific actions do I need to take to enhance my customer service (Customer service enhancement action plan).
- What specific actions do I need to take to enhance safety. (Safety compliance action plan).
- What specific actions do I need to take to enhance my profitability. (Profitability improvement action plan).
- What specific action do I need to take to improve my operations. (Operations improvement action plan).
- What specific actions do I need to take to make my showroom the most happening place. (Showroom improvement action plan).

EXPECTED OUTCOMES FROM OUR WORKSHOP

- The distributor shall become more aspirational and growth driven.
- They will learn to become more positive in their attitude and thought process.
- They will learn how to manage their business more efficiently and become more effective In their day to day operations.
- They will be able to keep their employees more motivated and hence help them become more productive.
- They will be able to save costs more effectively.
- They will be able to enhance their sales and customer connect.
- They will learn how to expand their product knowledge, how to coach and monitor the performance of their staff and Delivery Men.
- They will learn how to expand their business in non LPG areas by making business expansion plan.
- They will learn how to realize their outstandings fast and exercise better credit control.
- They will learn how to enhance their health, fitness and energy, how to better their diet, Lifestyle and overcome addictions.
- They will learn how to control anger and conquer stress by practicing meditation.
- They will learn how to break their fears and enhance their confidence and self esteem.
- They will learn how to sustain their motivation moment and live in positive emotional states most of the time.

TRAINING METHODOLOGY

Our programmes are very entertaining. We show a lot of clippings from popular Hindi movies to drive home the strategies for self development-teach them how to meditate practically, how to overcome anger and addictions and think positively, make them break a wooden board Karate style which makes them break through their fears, they also do a collage which makes them envision how their ROs will look like after a year. They also participate in role plays where they learn how to communicate wrt the Loyalty schemes and the Premium Products. Also the mode of delivery is very simple, lucid that connects with them strongly and empowers them to take action. No hi flying management principles/ jargons. The overall impact therefore is profoundly transformational. Also we conduct most of these programmes at upcountry locations and they are conducted in Hindi/ Bengali as required.