

What's it like partnering with a SalesPartner?

Reaching the SalesPartners Summit

Welcome to Sales Partners Cape Town. This is not a venture for the faint of heart. It's an opportunity for confrontation – to confront yourself; your strengths and moments of power; your opportunities for growth; the opinions, energies and games of others; new information; new habits; and to ultimately Be who you were meant to be.

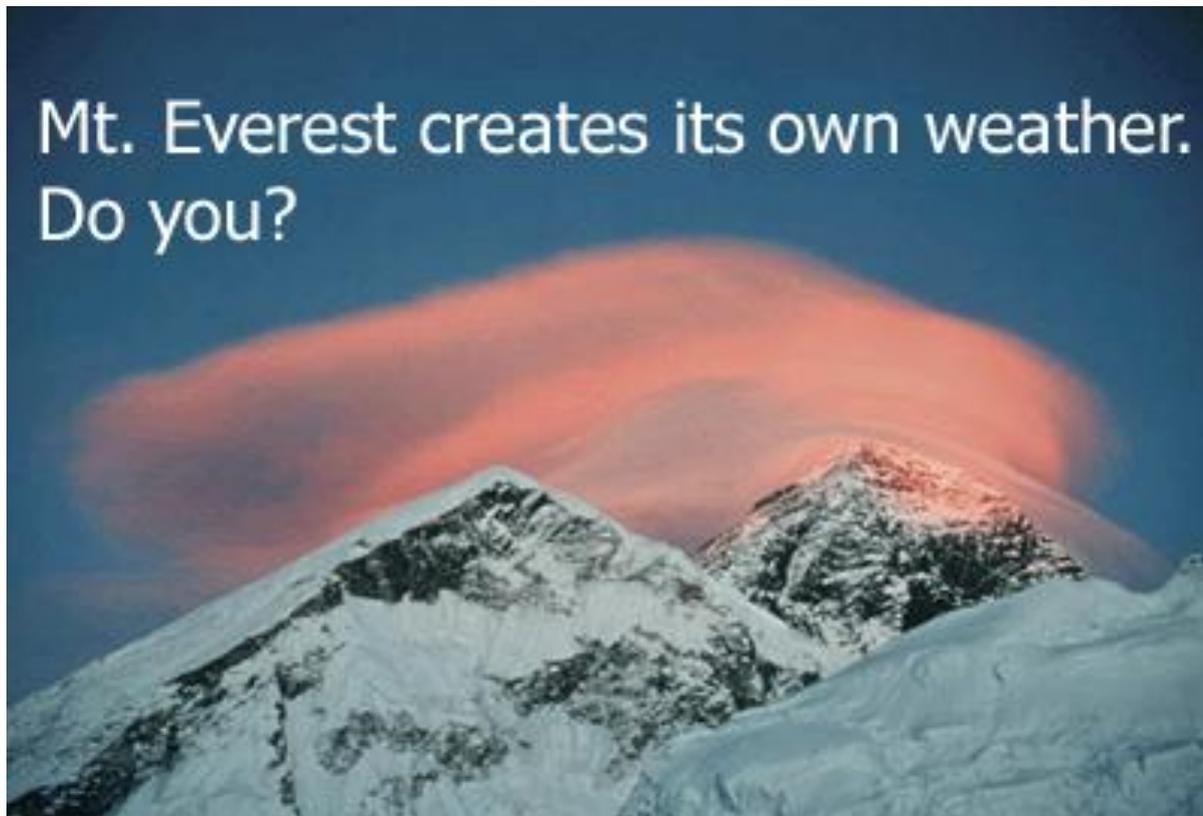
Along with these challenges, however, come ample rewards. Contribution is extremely important to us, and we have proven time and again that we are rewarded the most when we have the courage to commit ourselves to the advantage of others.

**< With SalesPartners
Growth is a Given, so if you
aren't on board yet, what could
possibly be stopping you? >**



Empower. Improve. Achieve.

www.salespartnerscapetown.co.za



At Sales Partners™, we will equip you with the habits, the knowledge, the team and the environment to succeed personally, and in business. But the behaviours that create success will be your behaviours. Your results will be yours alone.

This is the Mount Everest of undertakings. It's not impossible, it requires personal discipline, effort and focus, but delivers tremendous rewards. And like climbing Everest, it requires a team and the ability to play a game that is big enough to get you to the top.

Let's consider scaling Mount Everest for a moment.

The starting point for an expedition like that starts long before one arrives at the mountain. Years of personal training and preparation are required before a person can even reach Base Camp, let alone consider an ascent.

In the same way, we expect you to be personally prepared before accepting your Partnering Agreement – our Base Camp. We have criteria for you to work your way through, and we have some training courses you'll need to attend. Often there is a period of personal development that has to happen through our Little Voice



Mentoring program.

You'll need to have a company which you are the Owner or Director of, a clear and pressing passion to take your business to the next level and a turnover of a R1 million a year minimum. We'll also be looking to ensure that your focus is clear and that you are living the behaviours that a Sales Partner™ needs to be able to work with your business. We are careful in our criteria for choosing the Companies that we work with.

What happens when you get to base camp?

Once a climber makes it to Base Camp, an interesting thing happens – they usually spend several weeks there, apparently doing nothing, or participating in short climbs up to Camp 1 and back again. However, if you understand what's going on, you'll discover that climbers are beginning to acclimatize themselves to the environment.

Like life on the mountain, working with a Sales Partner™ requires that you put yourself into environments that can be challenging. You must be physically and mentally prepared to meet those challenges and respond appropriately. You must be driven to learn.

We consider the first 90 days you spend with a Sales Partner™ to be Base Camp. We have a detailed plan of activities that we will have you execute so that day by day, step by step, you'll adjust the new environment and start producing business results quickly.



We'll have you doing some basic exercises that will start to generate results. You'll receive coaching from your Sales Partners™, you will assess your business, you'll create your strategic programs as determined by the assessment, start doing your day to day actions, and will grow and

develop you business and yourself through working with SalesPartners Cape Town. This is a tremendous opportunity to ensure that the trajectory of your business is aimed where you would like to go.

Once the first 90 days has passed, you should have the habits you need to create the business results you require. You'll be properly equipped and have demonstrated to your team the ability to be a great Leader. Base Camp is where you learn to go from Chaos to Emergence in business terms.

Moving forward to Camp 2

As you move forward from Camp 1 toward Camp 2, you are climbing on advice given by your SalesPartners and leading your team – delivering programs, materials and results to your team while maintaining, increasing and running your business. This is a pivotal time because this is where you really start to perform. You will find larger and larger opportunities. You will be proving your value to your clients, the team, and most importantly, to yourself. Camp 1 is a stable business.

Camp 2 is where the big results take place. As a climber on Mount Everest moves slowly from Camp 1 to Camp 2, they get used to climbing on the mountain. When they arrive at Camp 2, however, things change.



First, the stay at Camp 2 is usually quite short.

Climbers go through a focusing experience that either prepares them to Summit the mountain, or to move down to a more comfortable altitude.

Second: The altitude of Camp 2 is very high and life cannot be sustained without a support team. Climbers without support at this level of achievement will perish.

Thirdly, a personal change take place. Although the final Summit is not as big a some of the other progress that has happened, it is the pinnacle of performance, and a person's game must grow in order to make it past Camp 2.

In Sales Partners™, the time at Camp 2 is defined by a transformation in perspective and belief in the Client. The idea of "playing a bigger game" shows itself in every habit of the Client and there is a jump in business results to go along with it. There may be training, mentoring, or some other event along the way that releases this shift and that your SalesPartner will help you with, and it's important to be constantly moving toward it.



It is important because this shift is the one that enables the biggest results to take place. You cannot Summit without pausing at Camp 2. This is where the business starts to go to Abundance.

The Summit is the top level of personal and business performance. We refer to both because,

at this level, world class performance does not occur unless the individual is fully involved in the growth. When a team climbs Mount Everest, only a handful of climbers actually Summit. Only the strongest climbers who have created the most

Building a business team that wins !

powerful personal habits and had the most experience make it to the top. And even then, sometimes it is not the strongest that Summit, but those who are the most mentally fortified.

A Client who reaches the Summit level is a high performance player that creates amazing results for their clients. This high level of performance requires the most effort, but also delivers the biggest results. Financial results, personal confidence, authenticity, and mastery of the technique of our business are clearly apparent in a Summit Client. The Summit is where you reach the position of Power in the Business Development levels that you go through.



A few important notes about ascending the Sales Partner™ mountain...

- You can only climb one step at a time.
- Racing up the mountain will exhaust you and leave you stranded.
- Just to show up at Base Camp requires Determination
- To Summit requires mastery of team work
- If you cannot trust your team – you will not succeed.
- You must have the right equipment to survive.
- The weather conditions change quickly – you must pay attention to and respond to the market.
- There are rules for surviving on the mountain and for working with your team. Know them and live by them.

To make a successful summit, you need the right equipment. **Here's a list of "must have" gear.**

Equipment	Explanation	Action
	<p>Pack – your back pack is the SalesPartners Partner. It contains the methods and accountability, the habits, the communication to the market, and systems in one convenient pack that you can carry to develop your business. You can also feel assured because other Client climbers all over the world are climbing and succeeding with exactly the same gear.</p>	<p>Trust and Keep SalesPartner.</p>
	<p>Radio – you are not alone. Your radio keeps you connected with other climbers on your team, other teams on the mountain, and with your support team at Base Camp and around the world. You have access to support whenever you need it.</p> <p>You can call your SalesPartner for help at any time.</p>	<p>Ask for help. Keep people posted on your progress. Share your experiences.</p>
	<p>Rope – rope supports you and stabilizes you. In SalesPartners it comes in the form of books, CDs, seminars, coaching, mentoring, weekly calls, audio recordings, web sites and more.</p> <p>Don't climb without a rope – study.</p>	<p>Read, listen and associate with others. Leverage the tools and study.</p>

Building a business team that wins !

	<p>Altimeter – an altimeter gives precise information of how far you have progressed vertically. It may not tell you what your next move should be, but it will tell you if you are on your way toward the next Camp or not. You need to know how bit your business is, and how big your game is in order to plan your next steps.</p> <p>This is in the form of the regular Business Performance Review every quarter and the updates to the strategic reviews.</p>	<p>Measure your progress – both professionally and personally.</p>
	<p>Map & Compass – the powerful thing about a map and compass is that it gives you a clear picture of your location, and coupled with an altimeter, allows you to be extremely precise. Are you off course? The only way to know is to measure. The map gives you an idea of what you should expect to experience next, what’s around you, and is based on the experience and knowledge of others. The compass will point you in the right direction and can come in the form of coaching, studying, measuring and staying in motion. If you have a map and compass you are never lost, only temporarily displaced.</p>	<p>Always know what it is you need to do next. What are your outcomes today, this week, the month, this quarter, this year?</p>
 <p><small>Montreal Marais '02</small></p>	<p>Boots – boots are your personal Code of Honour. The right boots, that fit properly, meet the demands of the terrain and that are light will liberate you. The wrong boots will weigh you down, create pain and eventually immobilize you.</p> <p>Your SalesPartner has her own Code of Honour built after 30 years in</p>	<p>Build a personal Code of Honour. Live the your Code of Honour.</p>

Building a business team that wins !

	Corporate.	
	<p>Clothing – being warm and dry is important. Being warm and dry in fierce conditions, however, is a matter of survival. You'll comfortably handle the elements through success stories, coaching calls, and your own ongoing personal development.</p> <p>Your SalesPartner is there to share her experience from an executive level of experience.</p>	<p>Personal training, partnering, and Lorna Powe are your keys.</p>
	<p>GPS – a Global Positioning System provides two way communications with extremely specific information. Your exact location is plotted by at least three satellites that can see the entire area and report back to you with precision. SalesPartners will provide you with the systems to track your location and provide instantaneous feedback so that you can correct frequently and stay on course.</p>	<p>Reporting and admin systems are critical to your ongoing success.</p>
	<p>Survival Guide – when there is pressure, there is emotion. And when emotion is high, intelligence is low. Your survival guide will include quick reference tools to jog your memory, and will provide other more detailed information to help you to prepare for bigger tasks.</p>	<p>Call your SalesPartner when you need to any time. It is included in the partnering.</p>

Building a business team that wins !

One last note about what you take up the mountain....

As important as it is to take the right equipment and tools up the mountain, it is equally as important to leave things behind that will slow you down. Don't carry garbage up the mountain. Leave it behind. Preferably, don't even bring it to base camp. The more you refine yourself and commit to your personal development, the lighter your load will be. Do the **Little Voice Mentoring** program before you begin your partnering.

To find out more check out www.salespartnerscapetown.co.za

Or call Lorna or Terry on 021 434 3685

Or email us on info@salespartnerscapetown.co.za.