



**BECOME A
SECURE AND
CONTENTED
HUMAN
BEING WITH
A PROMISING
FUTURE**

**AND A GREAT
SALES
EXECUTIVE**

flourish
In sales. In life.

GETTING YOU A GREAT JOB IN SALES IS THE LEAST WE CAN DO

There are hundreds of sales training courses out there, many of them created by fine, respectable organisations.

Go on one of these courses and you'll leave with a certificate and a sense of accomplishment. But you'll also graduate, not being prepared for many of the crucial things you'll need to face during a successful career.

Your employer will be happy if you hit your KPIs, close deals and grow accounts. And this will also make you feel satisfied for a while.

But it's just one dimension. One part of life.

Right now, you're probably thinking about how to spend your commission, or clear your student debt. You'll be focused on getting promoted and making a name for yourself. Which is great. But it's not everything.

How about your mental health? How will you manage your money? What happens when you face a period of uncertainty?

That's life. And having a qualification in sales won't help you cope. They may seem insignificant now but, take it from us, these are skills you need to learn.

This is why we're not called Ultra Sales Training Limited. Or Elite Sales Academy.

No, when you get trained at Flourish, we don't just give you the best training in sales. We don't just get you behind a desk with the best employers. We coach you in all the other important life skills, too.

The result is that you flourish, both as a sales exec and a person.

You need the best of both worlds.



WE'D LIKE TO EXTEND A WARM WELCOME TO ALL BUT WE DON'T

If you apply to Flourish and you are invited to a Discovery Day, you have already passed a kind of test.

You will have convinced us that you have potential. And, at this stage, that's a great start.

But, of course, others have potential, too. And on a Discovery Day, you will meet these others.

It may make you a little anxious, but we really do try to create a day that you will find enjoyable.

We'll introduce Flourish but we'll also invite you to listen to real stories from people who have been - and still are - successful in sales.

These well-respected pros inspired us in our careers, and we hope they'll have the same effect on you.

There will also be a range of interesting activities for you to take part in.

It's part professional, part social. You will be observing how Flourish could work with you.

And vice versa. There will be a gentle level of assessment going on.

Our objective will be to identify those who seem well-suited for a career in sales. That could be everyone. Or no-one.

Even at this stage, we will be getting a sense of who could become part of the next cohort from Flourish.

And, sadly, those who might not make the grade.



IN THEORY YOU ARE A PROMISING SALES EXEC BUT WE NEED TO FIND OUT IN PRACTICE

Your training with Flourish is designed with your future employer in mind.

The last thing they need is someone turning up on day one with a head full of theory.

The first thing they need is someone who works straight out of the box, applying practical skills to specific challenges.

So, on top of a fundamental course in sales, you'll get coaching on the job - in your actual new job, which you'll be getting paid to do.

If you get selected after a Discovery Day, we'll present you to the client. AKA your new boss.

If they hire you, they pass you straight back to us and we put you through a 3-day sales bootcamp. A tough but enjoyable 36 hours where you'll receive face to face training and coaching from a world class trainer who has been in your shoes.

You'll appreciate what you learned in the bootcamp when you start your new job. Instead of starting from scratch, you'll have the advantage of already knowing things that may have taken you months to learn.

But your relationship with Flourish doesn't end there. Part of the deal is that you attend six one-to-one coaching calls inside the first six to twelve months in your new role.



WE FOUND THIS OUT THE HARD WAY BUT WE'RE GOING TO MAKE IT EASIER FOR YOU

The founders of Flourish are born salespeople.

When we started our careers, we were so confident, we thought we were prepared for anything.

Which is a great attitude to have. But it tends to overlook something that takes everyone by surprise.

Life.

You see, being a star salesperson is great. However, it's not enough. It's a big part of you but it's not the only part.

To be happy and fulfilled, you need all kinds of skills to navigate everyday life. And not all of them are covered by a traditional sales training course.

For example, how do you prevent burnout? What books should you read about making an emotional connection with your customer? How do you ask for a raise? What should you look out for if you think there are signs of sexism in your workplace?

From free psychometric testing to regular opportunities for coaching, from podcasts to reading lists, we're going to look after you and support you.

You'll become part of a community which we hope you'll belong to for years.

You'll flourish.



CAN WE CLOSE THE DEAL?

Have we convinced you that being part of Flourish could be a brilliant career-starter?

If so, you're now in competition with everyone else who feels the same way. So, get in touch soon and let's talk.

newbie@helloflourish.co.uk

www.helloflourish.co.uk

0161 5678999

