UPDATE

A monthly newsletter brought to you by the Women in Propane Council

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NPGA Business Council

Accelerate Your Growth and Maximize Your Potential! | Atlanta, April 13, 2019

Everyone sells! Every person in your company contributes to sales. And, don’t forget the classic mantra “Nothing happens until someone sells something!” Your personal success in business and your company’s overall success relies on effective communication in the workplace, with your colleagues, and with your customers. The 2019 Leadership Forum features powerful, productive training using enhanced human behavioral skills learned through DISC® Sales Model facilitated by expert, certified trainers.

What You Can Expect

The 5-hour Leadership Forum welcomes both men and women, those who are new to or experienced with DISC profile, including all employees/executives who are customer-facing (Customer Service Reps, Managers, Drivers, Technicians, Equipment Installers, Business Owners, and Sales Personnel).

The intensive Leadership Forum training focuses on:

• Your Natural Behavior AND Your Adapted Behavior — learn how your strengths can serve you better and discover how you can enhance your behavior in workplace and selling situations
• Matching your behavior with the customer’s behavior to increase sales
• Using selling skills throughout the customer relationship
• Understanding your behaviors to create a quicker sales cycle
• Use of DISC Sales Model to increase both your selling and leadership skills

You will gain insights into human behavior which will translate into highly effective workplace performance and increase your contribution to your company’s ongoing success.

What is DISC Sales Model?

• DISC is a proven method for understanding behavior, temperament, and personality. The assessment is blind to gender, race, and age. It is impartial and constructive.
• Participants take an online assessment prior to attending the training in Atlanta.
• More than categorizing personality, DISC identifies patterns of behavior and implements solutions to maximize strengths. There is immediate application in the workplace.

Who is Right for the Forum?

The Leadership Forum development program gathers propane professionals from employees of family-owned, regional, and multi-state firms, including business owners, entrepreneurs, corporate officers, staff members, and managers at all levels within company operations.

Facilitators

Our expert DISC trainers will help make an immediate impact in your life!

• Laurie Irish-Jones (pictured at right), CEO of Irish Propane. Passionate about workforce development, she is the chair of the WIP Council.
• Jennifer Jackson, Area Director at AmeriGas Propane LP. Developing people across our industry is a high priority. She chairs the mentoring network, Knowledge Exchange.
• Milissa Lord, Vice President of A.R.M. Solutions, serves as an industry adviser and is dedicated to providing education and awareness. She is WIP Council’s Treasurer.

Package Details & Pricing

Included: Online DISC Sales assessment; DISC Sales training and Personalized Profile (Saturday, April 13, 9:00 am-2:30 pm at the Expo in Atlanta); and Boxed lunch/beverages.

Package cost: $175 per person (additional to Expo registration)

Registration link 2019 NPGA Southeastern Convention & Expo (details, see LEARN tab)