

The Sales Leaders Executive Gift Package (The Playbook Series)

Nathan Jamail



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The Sales Leader's Executive Gift Package is the ultimate gift for a co-worker, client or anyone in the business professional world. It is perfect for any gift giving occasion packaged with a number one selling business book, companion workbook and audio CD. Unlike most leadership books, The Sales Leaders Playbook is based on proven and simple principles that many of us have learned or experienced in playing sports and working in business. As Nathan reveals, these activities and principles may be simple, but implementing them and being a great coach and leader are not easy. Nathan shares with you his successful coaching program that he used to turn around hundreds of teams. Many organizations teach management training and systems training, so managers know how to handle HR issues and complete reports, but very few if any organizations teach their managers how to be effective coaches. Nathan teaches his managers how to be winning coaches and leaders. Management and coaching are often considered the same thing, but in this book, Nathan shows you that not only are management and coaching different, they often contradict one another. When managing, a leader avoids conflict and hopes the small problems will go away. In coaching, conflict is the key to success. It s often the demanding coach who becomes the greatest difference in one s life. Such coaches don t let performance stay at just okay; they demand the best and insist on regular practice to get there. Nathan reveals why it s better for leaders to spend more time coaching the top performers, those who deserve and have earned attention, than managing the poor performers, those who seem to consume the leader s attention.

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