

Apprentice

Winning the Customers Business through Teamwork and a Consultative Approach

This program asks delegates to demonstrate; What does it really take to win a customers business through a consultative approach? The group interacts in a new customer market and is required to build a mural solution called 'brand you'. They need to use all their skills, creativity and ingenuity if they are to succeed!

The finale is where teams discover some powerful learning's and the different approaches they took to solving the customers need.

Can be used as an initial team event or as an activity that is part of a program to anchor the key messages around your conference outcomes. Teambuilding Outcomes

- Did they involve the customer in the design of their solution?
- Did they deliver on time?
- When they bought material from the store did they think of the money they could save?
- Were they proactive or reactive in their dealings with the customer? Secondary Benefits
- Anchors collaboration
- Distinguishes between product and customer centricity
- Fun activity with strong messages

"I want to thank you and your crew for a great afternoon with the team. I spoke to the majority of people at the dinner and all had lots of fun and found the activities a great way to end the conference... Please pass on my appreciation to your crew and once again thanks very much for a terrific afternoon. A lot of comments were along the lines that it was the best team building activity they had taken part in and would love to do it all again."

MundiPharma The invoice amount is payable prior to programme delivery: 100% deposit 30 days prior to program delivery. Cancellation of a program, within 30 days of a delivery date will incur a 50% charge.

Cancellation within 14 days of the program delivery date will incur a 100% charge.