

# Grow Good

## #ampthechange



# Sales with purpose WILL win.

We are both on a mission to make the world a better place.

To do that your business **MUST** defeat it's business as usual counterpart.

You have purpose, but is your sales team ready and able to take your organisations impact and revenue to new heights?



## NO RESULTS

### Skill Gap

- Train and coach sales mind-set and skills.
- If coachable can be moved to the right.
- Missed opportunities for you and customers.

## RESULTS

### Congruence

- The ultimate sales machine.
- High customer alignment.
- Full team player.
- Influencer.
- Positive change agent/high impact.

### Grow Good Sales vs Purpose matrix

### Little hope!

- Needs a really tough conversation.
- If not open to change/coachable then needs to move on.

### Delusion

- Unhealthy for them and you.
- Negative impact on company and team morale – spirit sniper.
- Malalignment to customers
- If open to purpose can be moved up with coaching.

A child is shown from the back, wearing a red hooded mask with yellow eye cutouts and a yellow tank top with a red cape. They are pointing their right arm forward towards the text. The background is a dark red brick wall.

# Supercharge your sales team.

Imagine the impact your organisation could have with an army of purpose aligned, highly skilled, super sales people?

Well that's what we give you when we #ampthechange.

# The process.

1. Assess the team on purpose fit and sales skills.

2. Build a custom, quarterly training and monthly coaching programme with L&D and Sales Leadership.

3. Implement and conspire to your success.

# #ampthechange programme

## topics include:

Mindset  
Networking  
Lead Generation  
Run Great Sales Meetings  
Closing Deals  
Cold Calling  
Social Selling  
Articulating Value  
Negotiation Skills

Selling Benefits  
NOT Features  
Sales Process Work  
Territory Management  
Account Management  
Key Account  
Management  
Sales Team Structure  
Marketing/Sales  
Alignment



**Tim Jones | The Grow Good Guy**  
**Purpose Pioneer & B Corp Ambassador NZ**  
**Coach | Trainer | Advisor | Speaker**

# Tim who?

I'm the founder of Grow Good, one of New Zealand's founding Certified B Corporations and also B Corp Ambassador for New Zealand. And I'm building a community of people and businesses that do good in the world.

I feel that there is plenty going on in the world that needs to be made better. The way to fix that? Grow Good people, and business of purpose that make a positive contribution to their world. If we all undertake to #bthechange that we want to see in the world we can fix a whole lot of stuff!

My #ampthechange programme is all about working with purpose driven businesses like yours to scale your impact.

I have over 20 years of sales and marketing expertise with a particular skill set of market entry and rapid growth of businesses.

I have a deep understanding of purpose driven business and how to increase sales with purpose and am dedicating my life to making the planet a better place for more people.

# Don't take my word for it...

*"Tim is an excellent human. On top of that he was a clear and engaging communicator and facilitator who got the most out of each workshop we had."*

---

*"Tim's style and approach suited the team perfectly. He got the fact that we're a purpose driven business."*

*"Tim is outstanding, and has been a key part of our business getting 2x revenue growth every 3-4 months at the moment!! We'd love to have him back again soon."*

---

*"The session was a targeted and much more modern approach to sales. Tim presented great content with awesome energy as a speaker. His friendly and to the point presentation was brilliant."*



**Ready to scale  
your impact?**

**Ready to  
supercharge  
your sales team?**

**Well then, lets go!**