

TRAINING PROPOSAL



The background image shows a construction site with a warm, golden-hour light. In the foreground, a person in a plaid shirt holds a white hard hat. To the right, another person in a plaid shirt is writing on a document with a yellow pencil. In the bottom foreground, a yellow hard hat sits on a table covered with architectural blueprints, next to a compass and a ruler.

COMPANY PROFILE

ABOUT US

**WHY TRAIN
WITH US?**

PROGRAMS

QUOTATION



**WE ARE
HERE TO
HELP YOU.**

About us

Johnny Maatouk Consultancy is a Success Training Academy offering international companies and their employees access to the best training and consulting services in Sales, leadership and life coaching.

With large networks and strong international presence, our team of trainers is ready to assist you in your success journey.



EXCELLENCE IS OUR MANTRA

***"YOUR PARTNER
IN SUCCESS"***



JOHNNY MAATOUK

ENTREPRENEUR. COACH. INVESTOR

A man in a dark suit and red tie stands in a modern office, gesturing towards a large window. Three people are seated at a table in front of him, looking at documents. The office has a brick wall and large windows overlooking a city skyline.

UNDERSTANDING YOUR CHALLENGES

THE TIME IS NOW

We understand the challenges companies face as they strive to build leadership and sales teams who will be the drivers and differentiators.

Based on years of work specializing in growing businesses and increasing sales, We have created a proven process, across departments, with a focus on the fast-growing millennial workforce.

For more information

Call +961 70 126 781

Address

Line 1

Line 2

Beirut, Lebanon

DEVELOPMENT OF INDIVIDUALS AND ORGANIZATIONS



THE TIME IS NOW!



ENTREPRENEUR. COACH. INVESTOR

A PARTNER YOU CAN TRUST

Johnny provides a step-by-step roadmap for coaching executives who lead an array of departments, including a sales force.

ADVANTAGES

- ✓ Improved Performance
- ✓ Deeper level of learning
- ✓ Increased confidence

***THERE IS NO
EXIT STRATEGY
FOR SUCCESS...***

WHY CHOOSE US?

About Johnny

Johnny is an executive leadership coach for CEOs, presidents, owners, and sales leaders who are committed to growing their business, including increasing the performance of their sales force.

Johnny's mission is to coach engineers and professionals so that they can lead and succeed in their life and career.

We Will Help You
**With Complete
Dedication**

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WHY CHOOSE US?

About Johnny

Johnny specializes in the training and development of individuals and organizations. His goal is to help you achieve your personal and business goals faster and easier than you ever imagined.

His testimonials confirm he can take virtually any individual, regardless of age, race, sex, educational background, or social status, and empower them to attain goals they never dreamed themselves capable of.

We Will Help You

With Complete Professionalism

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**WE HAVE ANALYZED MARKETS
FROM SELLERS', BUYERS' AND
OPERATIONS' PERSPECTIVE.**

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**THE TIME
IS NOW**

EXPERIENCE
PROFESSIONAL
GREAT ROI
SUCCESS

OUR TRAINING PROGRAMS

- ✓ Sales Coaching
- ✓ Leadership
- ✓ Life Coaching

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FOR SUCCESS...***

SALES COACHING

Sales Training: Practical Sales Techniques using the power of NLP

Sales Hacking: Essential sales skills, sales strategies and sales techniques to sell just about anything!

Sales is all about listening to people and prescribing a solution. In every job you'll come across sales moments, whether you're selling yourself in a job interview or selling products to customers - it's an essential skill in all career paths. Sales needn't be slimy, immoral, or complicated - it's simply about getting the best solution for the customer so they are thrilled to buy from you.

With this course you can maximise your sales potential - if you're already working in sales, or looking for a lucrative and enjoyable future career, effective selling is a valuable skill that you definitely need to master.

This course is offered for 3 levels

Beginners

Intermediate

Advanced

This course covers everything you need to know about sales: from preparing and planning, relationship building, objection handling techniques, and closing the deal at a brilliant price. It looks at lots of real life examples (some of which will definitely get you laughing) and gives practical tools you can use right away to get better results.

Sales Hacking overview includes:

- Planning your toolkit
- Building a rapport and relationship
- Handling objections and hidden excuses
- Creating a foolproof efficiency system for organising your sales
- Simple tricks to raise yourself above 90% of the competition
- Simple phrases that will get you a brilliant closing price
- And lots lots more!



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EXIT STRATEGY
FOR SUCCESS...***

LEADERSHIP TRAINING

Leadership Training: Practical Leadership Using The Power Of NLP

Leadership essential skills and fundamental leadership techniques that reinforce how to be an exemplary leader

How do you reinforce exemplary Leadership? Be inspired by the Five Keys that create the platform for Legendary Leadership through the Go-Giver Leader Philosophy which reinforces the framework for achieving employee commitment to your company's success and not compliance due to positional authority.

This is a course designed to reinforce exemplary leadership for you and your leadership team. Turn your managers into leaders and start the process to creating a Culture of Leadership Excellence. This course shares the framework for how to reinforce authentic leadership and build a team of collaborative overachievers by focusing on retaining and hiring what studies and research have proven are the reciprocity type that have become the top 25% of overachievers in the workplace today.

At an individual, team and company level having an authentic appreciation for another person's perspective, acknowledging their view of the world, being genuinely empathetic for their situation, fully understanding the meaning behind the message they are communicating, and most importantly, focusing on how you can add value in support of helping their life progression will be critical, if you, your team or your company want to achieve outstanding success in your company and life.

Often times, we confuse leadership with dictatorship. A dictator barks out orders and does not take into account the wants and needs of others. A giving leader is the complete opposite. A giving leader works tirelessly to develop his or her people and is focused on what they can do for others. Perhaps the job of a leader is to help their followers succeed. After all, managers don't win games: teams do. This is the philosophy behind giving leadership. Your job as a leader is to serve the people who follow you.

Who this course is for:

- New managers, beginners and advanced
- People in sales or marketing or new to business who want to know how to create influence or lead people

Life Coaching: Change the Perception of Your Lifestyle With NLP

Your lifestyle reflects your attitudes, your way of living, your personal values, and the way you view your world. Therefore, your lifestyle is a means of forging a sense of self and creating cultural symbols that resonate with personal identity. Your lifestyle may include your views on politics, religion, health, intimacy, and more.

Your lifestyle is the way in which you live your life. For some this means working to live, instead of living to work. To others it means having it all, e.g. family, career, travel – whatever your all may be. But for most people it simply means having the financial freedom and time to do the things you love to do. This course offers valuable insights on the impact of life coaching on this subject.

“Give Your Lifestyle a Makeover” is about evaluating what is truly important in your life and achieving your Desired Outcome. It is about repurposing everything in life to accommodate one simple objective - Happiness! You will develop clarity on your purpose and the reason for your being. You will assess and examine all the elements that play a role in your lifestyle. You will align these elements with your personality traits, to avoid any emotional conflicts. And you will re-commit to all the people and things you love to complete your lifestyle makeover.

What you will learn in this course:

- This course will change the perception you have about your lifestyle!
- The perception you have about your lifestyle is about the way you live your life.
- It is also the way in which others see your lifestyle through their own lens
- It is why others perceive your lifestyle to be simple or extravagant.
- And this perception of your lifestyle is responsible for the way you live your life!

Who this course is for:

- Anyone who is looking for a "Restore Point" from where they can change their lifestyle!



**THE TIME
IS NOW**

EXPERIENCE
PROFESSIONAL
GREAT ROI
SUCCESS

YOUR QUOTE

- ☐ Sales Coaching
- ☐ Leadership
- ☐ Life Coaching

**AFTER CHOOSING THE PROGRAMS YOU NEED WE
WILL PROVIDE YOU WITH AN OFFICIAL QUOTE**

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10 YEARS STRONG!

LET'S WRITE ANOTHER SUCCESS
STORY TOGETHER.

We help international companies invest in
their employees by assisting them in creating
the right growth programs to help them with
their sustainable success.

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SUCCESS TRAINING ACADEMY

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