



Train People Well Enough So They Can Leave. Treat Them Well Enough So They Don't Want To.  
Your Employees Can Be Your Greatest Asset - If You Let Them - *Richard Branson.*

**SELLING IS AN ART  
CREATE A DESIRE IN A PROSPECT TO BUY**



**SALES XCELLENCE**

From JADE TRAINING RESOURCES  
Dubai, UAE | Bangalore – India | Minnesota, USA



**JADE TRAINING RESOURCES ON THE INTERNET**

**[www.jadeworkshops.com](http://www.jadeworkshops.com)**

**JADE TRAINING RESOURCES**  
Bangalore, India

Global Associate:  
**INNOVATIVE EDGE, LLC**  
Minnesota - USA

*Dear Leaders;*

*Greetings! Please spend a couple of minutes in going through this Brochure, so that you will know more about the 'SALES XCELLENCE' Workshop:*

**Here's Why You Should Go For The JADE 'SALES XCELLENCE' Workshop:**

Before you ask us a question in what way is this Module going to help an individual /Organisation, we have the answers for you.

- 1] Increase the Organizational Sales.
- 2] Provide the Sales Team with Tips, Pointers and ideas in Selling.
- 3] The Sales Team will be highly motivated.
- 4] The Organization will smell Success everywhere.
- 5] While the Boss will relax; whereas the Salesforce will reap rewards and success.
- 6] The Organisation will be in a better Position.
- 7] The Bottom-line overall growth of the Organisation.

In other words, establishing a demand in the Customer to buy rather than engaging in hardcore selling, which might be useless at times.

All outcomes will be determined by the lengths and time allotted to us for facilitating sessions, rather than engaging in routine sessions as a mere formality.

**IMPORTANT:**

THERE IS ONE FACT; THAT WE MUST AGREE ON, AND THAT IS; WHEN A PERSON JOINS WORK IN WHATEVER CAPACITY HE MAY BE IN, ALL THAT HE IS IN POSSESSION IS A DEGREE AND SOME – A LITTLE EXPERIENCE, BUT THERE IS MUCH MORE TO THAT DEGREE WHAT WE CALL THE PROCESS OF EFFECTIVE AND EFFICIENT WORKING, ESPECIALLY SOME SALES EXPERIENCE.

**NOTE:**

JADE ASSURES YOU THAT YOU WILL HAVE NO FIREFIGHTING TO DO WITH JADIANS; AS THE JADE SALES XCELLENCE WORKSHOP WILL TAKE CARE OF EVERYTHING.



**WHY OPT FOR JADE TRAINING?**

- 1] Simple Language. 2] Effective Presentation. 3] Fun-Filled.
- 4] Sessions have depth. 5] Erudite-Flexible-Faculty. 6] CEO-Pilot Faculty from Sales background. 7] Best Retention levels.

JADE training revolves around FACILITATION-  
INTERACTION-DERIVATION which are wholesome  
tools for our MOTIVATIONAL TRAINING.



**JADE** Since  
1995  
training redefined

Dear All;

We respect your time and would appreciate if you could spend a few minutes reading through this SILHOUETTE to comprehend all we want you to know about the SALES XCELLENCE Workshop. Thank you!!!

Dr. Emmanuel Anthony Das

#### **KINDLY NOTE**

This information, though appearing exhaustive in a microchip/fast food World, serves the precise objective of presenting you with an in-depth understanding of the SALES XCELLENCE Workshops and also demonstrates how committed we are to the training process.

#### **JADE**

JADE commenced its operations in 1995 as JADE RESEARCH CENTRE, with a team of specialists. JADE is a non-profit Organization dedicated to "empowering humanity" from all walks of life. Over the last 28 Years, we have held a large number of Seminars for a large number of People. We have 're-defined training' that is relevant to our field of work. We create the module to meet particular demands after doing a Need-analysis.

The JADE Workshops have effectively broken down all existing social and economic barriers, including religion, gender, inhibitions, and intelligence levels. JADE Modules have been built with various types of individuals in mind. The manner in which the Workshops are carried out is one of JADE's key assets. When the sessions are on, a Participant never gets bored.

Activities with several dimensions make the sessions more vibrant and engaged. JADE Experts have used a variety of techniques to uncover hidden the hidden potential in Participants. This is done without exerting any pressure on the subject. There are spontaneous explosions. JADE courses are a fantastic mixture of 'old knowledge' and 'modern approaches,' making each session unique and exciting, and leaving every Participant fascinated.

#### **OBJECTIVE**

In today's fast-paced environment, the necessity for sharp thinking SALESPERSONS who will go outside the box to succeed is critical. Most Salespeople give up easy, rather than continuing and building a demand in the consumer to acquire their goods/services.

At this moment, we intend to make a difference by delivering our courses, which have a lot to reveal, therefore strengthening Salespeople and equipping them to deal with demands and take things in stride.

**We ensure that People get the best with the least payables. We work on low profits that are reasonable.**

**SALES XCELLENCE**  
**For Frontline Salesmen**

Global Associate:  
**INNOVATIVE EDGE, LLC**  
Minnesota - USA

AT JADE, WE GIVE TOP PRIORITY TO QUALITY. WE ADHERE TO  
MAXIMUM PROFESSIONAL STANDARDS IN ALL AREAS...FROM  
WORDS TO WALK FROM Demeanour TO DELIVERY.



## **JADE WORKSHOPS**

Through its unique Workshops, JADE has brought about transformative change in Students, Teachers, Faculty, Managers, Leaders, Trainers, Staff, Employees, and People from all walks of Life since its inception. We differ from the others who provide training in that we adhere to high standards in all aspects and conduct extensive study before structuring the module. Our primary goal is to guarantee that the Organization with whom we collaborate benefits. We believe in a win-win-win situation for the Organization with whom we collaborate, the Participants, and JADE.

## **VISION**

We have focused on Training People from all walks of life, right from a Student to a top-level Manager, not to forget the importance of Training for Laypeople where he gets to know what life is all about; where one can bring a change in attitudes and enhance skills where he will develop. Imagine a state like this a positive Society. Our ultimate goal is to see 'this World as a better place to reside in.'

## **MISSION**

Since we have tasted success in the past, our mission is to be a Leader in the field of Sales training by providing Participants with effective, interesting, and useful Programmes, we are confident of achieving yet another milestone with our Don Bosco philosophy of 'whatever we do, we will do it well.' In a nutshell, our objective is to assist Participants in 'discovering the Sales Genius within them.'

## **AIM OF THE WORKSHOP**

The major goal of this Workshop is to help a Salesperson realize their full potential. This is accomplished through an easy-to-understand activity-oriented, fun-filled, and memorable session. Our goal is to provide Salesforce with a road map to successful selling

## **WORKSHOP?**

We term our training a 'Workshop' for a simple reason: it is centred on facilitation, interaction, and derivation with the involvement of each Participant. There are no dull lectures, speeches, or lengthy audio-visuals; instead, there is training, participation, action games, and so on. We believe in forcing our Participants to accomplish something rather than telling them what to do.

This is a once-in-a-lifetime chance for your Salesman to participate in a Training programme and become more effective than he is. A person who attends the SALES XCELLENCE Session may release the massive energies of the Mind and propel himself forward in Life.

## **OPPORTUNITY FOR ALL**

Each Person is given several chances to come on stage, open up, and engage. Individual attention will be given to some People who require it. This is a hands-on session, therefore there will be no mute observers. The entire Workshop consists of mock sessions on various topics related to selling.

This Workshop can help retain Staff, improve their skills & positively impact the overall quality of the Organization – something that is increasingly important.

**SALES XCELLENCE**  
For Frontline Salesmen

Global Associate:  
**INNOVATIVE EDGE, LLC**  
Minnesota - USA

IN OUR DRIVE TO EMPOWER PEOPLE, WE'VE DECIDED THAT EVERYONE REQUIRES TRAINING. AS A RESULT, WE HAVE DIRECTED OUR MOTIVATIONAL GUNS AT PEOPLE FROM ALL WALKS OF LIFE.



## 🕒 SALES XCELLENCE

This is a module developed by the JADE Research Lab. It is not an excerpt from any Book, or ongoing Sales Programme, or an idea from anywhere else. In these Sessions, JADE emphasizes the importance of possessing certain attributes that are present in every Human being and how they may be used to engage in hardcore selling. We do not subscribe to the concept that one must be highly qualified to sell; all that is required is a strong desire to sell and a clear goal in Life. In the past, 'SALES XCELLENCE' has turned a new leaf for many Persons looking for an exciting Sales Career.

SALES XCELLENCE is founded on logical truths as opposed to scientific procedures. Our prior experience suggests that today's Salespeople need to learn more about the techniques and means by which a prospect should be treated attentively and converted rather of relying on assumptions based on one Man's view. The requirement of the Hour is to interact with individuals in various ways.

We empower and instruct everyone, regardless of age or gender; all we ask is that they attend our Session with conviction and positive attitude. A comprehensive Session that sheds light on the fundamentals of selling and building a desire in the Customer to purchase. This is a one-of-a-kind Workshop that breaks down boundaries of qualification, knowledge, and Inhibitions.

## 🕒 CONTENTS

All JADE Workshops have been created to meet unique needs and may differ depending on the module. These Workshops are entirely activity-based and participatory, with practical examples to ensure professional competency.

📁 On one side of the Workshop:

a) meditation b) mission statement c) case study d) group dynamics e) breakthrough seminar f) intellectual games g) communication workshop h) avouchment i) sharing j) shedding k) goal setting exercise l) brain storming m) mock sessions and n) knowledge exchange seminar

📁 On the other side of the Workshop: a) ice breaker b) affirmations c) fish pond d) fun games e) management games f) story meditation g) song, dance, catharsis and laughter therapy h) aerobics i) audio-visuals j) relaxation techniques k) environmental scanning and l) bon fire m) catharsis

📁 At the Sales Xcellence workshop, we have 1) Ice Breaker 2) Affirmations 3) Humour 4) Management Games 5) Fun Games 6) Case Studies 7) Role Play 8) Charging-up Therapy 9) Mock Sessions 10) Group Discussions 11) Audio Visuals 12) Facilitation 13) Interaction 14) Derivation 15) Sharing-Shedding Session 16) Goal Setting Exercise

Note: The tasks listed above will be completed in accordance with the time allotted in the session. Activities cannot be carried out in brief Workshops.

The SALES XCELLENCE Workshops includes classroom sessions, audio-visuals, video presentation, activities and games related to the topics.

**SALES XCELLENCE**  
For Frontline Salesmen

Global Associate:  
**INNOVATIVE EDGE, LLC**  
Minnesota - USA

JADE WORKSHOPS CAN TRANSFORM PEOPLE'S LIVES FROM WHAT THEY ARE TO WHAT THEY COULD BE, IN OTHER WORDS, 'FROM HERE TO THERE.'



### 🕒 OUR PHILOSOPHY

Our Philosophy is based on 'teaching a Person to Fish.' We don't believe in pampering People or offering them ready-to-eat foods that they won't be able to manage on their own if we aren't there to help them. We will prepare them to be able to stand on their own two feet later in Life.

### 🕒 OUR EDGE

- ⚙ Modules are created at the JADE Research Lab.
- ⚙ Residential Workshops held at scenic Locations (*no hit-and-run philosophy*).
- ⚙ Faculty Members from Diverse background - rich in Experience.
- ⚙ Follow-up Sessions & Counseling offered.
- ⚙ Workshops based on 'Learning by Doing' Methodology.
- ⚙ All Workshops are Activity Oriented.
- ⚙ Affordable Fees.
- ⚙ Workshops for People from all walks of life.
- ⚙ Works with Restricted Groups for better results.
- ⚙ Only Training Organization to stress and work on an On-going process basis.

### 🕒 SPHERE OF ACTIVITY

Our vision is crystal clear, and our concentration is razor sharp. We believe in focusing on one thing rather than diversifying in order to demonstrate force and might. JADE offers motivational programmes to People from all walks of Life.

We limit ourselves to academic sessions at JADE and do not engage in any fun-filled activities. However, when such agencies are required, we outsource them.

JADE also publishes Self-help books, Motivational video CDs, and colourful motivational paraphernalia [posters, cards, desktops, and so on].

### 🕒 JADE SUPPORT BASE

- 🕒 Brian Corrie
- 🕒 Amaldass Fernando
- 🕒 Steve Alphonso
- 🕒 Sonia Ramesh
- 🕒 Mark Ray Davis
- 🕒 Nirmal Kumar
- 🕒 Ravi Stanley
- 🕒 Vijay Chandra Kumar
- 🕒 Bharathi Shetty.



JADE is the only training outfit in the country where experts from various fields handle different areas of training.

**SALES XCELLENCE**  
For Frontline Salesmen

Global Associate:  
**INNOVATIVE EDGE, LLC**  
Minnesota - USA

TAKE CARE OF YOUR SALESPERSONNEL, AND THEY WILL  
TAKE CARE OF THE ORGANIZATION EVEN IF THE HEAD IS  
NOT AVAILABLE.



**JADE** Since  
1995  
training redefined

### 🕒 JADE GOAL

We, like all Individuals and Organizations, have aspirations for the future. On one hand, we have a long-term aim of bringing about a paradigm change through our 'Mission' and 'Vision.' This is through our Training Interventions.

On the other side, we advise Individuals about their enormous potential. We have the necessary tools and strategies in place to bring out the best in terms of growth and enlightenment. Our ultimate objective is for "every individual to leave his Footsteps on the sands of time."

This ideology is developed from the great 'Indian and Foreign Management Gurus' who inspire all of us at JADE. The JADE SALES XCELLECE sessions are full of fun and inspiration from start to finish.

### 🕒 TAPPING AND TOPPING

In today's World, there are several sorts of People. There are two types of People: Achievers and Paupers. There are also People who succeed and then fail, as well as individuals who fail and then succeed in Life.

We have People with enormous potential who are aware of it but unable to realize it. We also have Folks that have immense talent but are unaware of it.

At the end of the Day, we guarantee that anybody who knocks on our Doors are given the necessary instructions and is also schooled on the sort of ammo he has to carry in order to make a Sales breakthrough. We will share our two and a half decades of expertise with Participants in order to finally rise to the occasion and sell at their best.

### 🕒 THE TOOLS

A Participant is assisted by the provision of a set of tools. Both the tangible and the intangible. Apart from audio-visuals, exercises, and procedures on one hand, and intangibles like Workshop material, motivational cards, self-improvement posters, CDs linked to themes, and books on the other, tips and hints enable a Participant perfect his/her abilities even after the Workshops are over.

### 🕒 DOING DIFFERENTLY

Everyone does something, some overdo it, and others do nothing. We have an edge over here. We neither overdo things, nor skip anything. Hence, we claim that we do not have any fly-by-night operations. We have researched and designed several activities in the Workshops which are relevant to the areas covered and apply them.

We however state that 'we do things very differently' and in a unique manner. That is what makes the JADE Workshops unique, popular & interesting.

At JADE

We enjoy our profession [training] and that makes all the difference!

**SALES XCELLENCE**  
For Frontline Salesmen

Global Associate:  
**INNOVATIVE EDGE, LLC**  
Minnesota - USA

IN ORDER TO ACHIEVE ANYTHING OUTSTANDING IN LIFE,  
ONE HAS TO TRUST THE IMMENSE POTENTIAL THAT IS  
HIDDEN WITHIN THEMSELVES. – Emmanuel Anthony Das



**JADE** Since 1995  
training redefined

### 🕒 TRAINING METHODOLOGY

Our philosophy, as with all of our Workshops, is 'learning by doing,' which we have been doing since our start since we believe in having People do things so they can obtain first-hand experience. We restrict our presentation to a bare minimum. Our Research-team has not only created amazing activities, but has also revitalized old ones and phased out older ones.

The major reason we emphasize Experiential learning and 'Learning by doing' is because it produces better outcomes than tedious Sessions and lengthy Lectures where retention levels are at a bare minimum.

At the JADE Workshops, we assure professional competency by involving Participants, delivering a content-based Programme, and involving each Participant in all Activities, whether it is an interactive Session or a Leadership opportunity.

### 🕒 FACULTY

Dr. Emmanuel Anthony Das, an experienced Trainer with 28 years of expertise in outdoor Education and experiential learning, leads the JADE team.

He is the Founder and CEO of JADE and has written 10 self-improvement Books [with many more in the pipeline] a Novel [Here To There] globally distributed by Amazon and also released 7 motivational CDs, in addition to doing research, developing content, and leading the Organization since its start.

Dr.EAD will be assisted by a host of Resource Persons experienced in Sales and General Training, and formulating Sales strategies. They all come with several years of experience.

The other Faculty members undergo a rigorous selection process and are put on probation and retained only after evaluation and feedback from Participants. The JADE Faculty bring in years of extensive first-hand industry experience and not just bookish knowledge.

Dr. EAD is also a management consultant and is engaged in redesigning Companies and working towards bringing them back to profit-making. Apart from this he is also a Trained Counsellor who counsels People and works on their SWOT Analysis and also Root Cause Analysis and engaging in a Life coaching for People who are at the Cross roads of Life. A very big advantage of Dr.EAD is; he has been a Salesman all his Life.

### 🕒 CUSTOM MADE WORKSHOPS

Target Audiences is spread throughout different Designations, the module and activities will vary depending on the portfolios and their responsibilities. This programme is designed for everyone from a Student to a Leader to a CEO. It is basic and easy to understand, with a blend of the local language [depending on the request-standards].

*We are open to change, but we are careful about what we change and do. Our pattern of making changes is solely concerned with bringing out the best.*

**SALES XCELLENCE**  
*For Frontline Salesmen*

Global Associate:  
**INNOVATIVE EDGE, LLC**  
Minnesota - USA



WE HAVE DIFFERENT TYPES OF SALESPERSONS TODAY. THE DEGREE OF THINKING DIFFERS AND HENCE WE HAVE DERIVED OUR OWN TECHNIQUES TO DELIVER.



## 🕒 TOPICS COVERED

### Qualities

- 1] Enthusiasm
- 2] Determination
- 3] Goals
- 4] Punctuality-Sincerity
- 5] Attitude
- 6] Organizing
- 7] Perseverance

### Criteria

- 1] Planning
- 2] Focus
- 3] Preparation
- 4] Negotiating Skills
- 5] Marketing Ability
- 6] Convincing Power
- 7] Follow-up

The above topics are researched and selected by JADE after applying them at Workshops. The Organisation is free to choose topic(s) as per their choice; the same will be structured according to the duration and designation and put into a module.

## 🕒 OTHER TOPICS

The other Topics to be covered are:

SPANCO [Suspecting | Prospecting | Analyzing | Negotiating | Contract | Order]

- Telephone Etiquette
- Dress Code
- Field Sorting
- Grooming Quote
- Opening
- Preparation
- Discussion
- Phase
- Close



We, at JADE have made our presence felt in many parts of the world by associating with a Global player to exchange know-how and expertise.

**SALES XCELLENCE**  
For Frontline Salesmen

Global Associate:  
**INNOVATIVE EDGE, LLC**  
Minnesota - USA

FINALLY, IT IS NOT THE PRICE YOU PAY FOR THE WORKSHOP,  
BUT IT WILL BE EXPENSIVE IF A WORTHWHILE PROGRAMME  
IS NEGLECTED.



**JADE** Since  
1995  
training redefined

### 🕒 CONTENT BASED WORKSHOP

SALES XCELLENCE is a training that focuses on content. This is done to guarantee that the Workshop is organized and that all themes are presented in a sequential manner, as well as to ensure professional competence in the context of Participants reading the contents and writing about it, which results in retention levels.

In our experience, content-based seminars are a big hit. All Participants receive crisp, World-class course content on a timely manner. Please request a copy of the 'SALES XCELLENCE' Course material.

### 🕒 TRAINING REPORTS

A final job-worthy report will be sent to the Organization for appropriate action. If the JADE team is given enough time to examine and assess each Participant, he or she will receive an individual report on his or her Soft Skill levels. On request, special reports relevant to either training intervention or on-the-job report cards can be prepared.

### 🕒 DURATION

- 1] Basic - Minimum of 2 Days [Day Workshop] 15 Hours @ 7.5 Hours.
- 2] Advanced – 3 / 5/ 7 Days spread over a period of time [Day Workshop]
- 3] Comprehensive – 5 /7/ 10 staggered [Day as well as Residential]

### 🕒 VENUE

The JADE workshops are held at various locations such as:

- A] Day Workshops - yours or selected Locations. B) Shanti Sadhana - Bangalore. C] JADE Estates in Nilgiris.

Residential Workshops are held at Shanti Sadhana, a learning centre located on the outskirts of Bangalore in a humble, picturesque setting surrounded by vegetation and quiet in nature. The Centre has all you need, including equipped Cottages, a Seminar Hall, a Dining facility, Sit-outs, Drive-ways, a Library, a Meditational centre, Shaded trees, Floral plants, an Orchard, and tame Birds and Animals.

### 🕒 COURSE CONTENT

JADE specifically studied and created the course materials given to Participants to refresh themselves following the Training. There is no copying or borrowing of content from Books or Seminars. Our research team creates the entire Course-material.

### 🕒 NUMBER OF PARTICIPANTS

Ideally to facilitate personal attention and ensure competence the number of Participants are restricted to 35 (with a minimum tolerance level).

The SALES XCELLENCE Workshops includes classroom sessions, audio-visuals, video presentation, activities and games related to the topics.

**SALES XCELLENCE**  
For Frontline Salesmen

Global Associate:  
**INNOVATIVE EDGE, LLC**  
Minnesota - USA

WHEN IT COMES TO THE INSIDE-OUT (A RATIO IS EQUALLY BALANCED) THEORY, WE ENSURE THAT IT IS EQUALLY BALANCED.



### 🕒 PARAPHERNALIA

We will take care of the Workshop arrangements for JADE at our Facility. The Organizers must make all arrangements at your Facility, including Halls, Seating, a public address system, and other training-related issues such as Power-backup.

### 🕒 TAKEAWAYS

- 🕒 Sturdy Plastic Folder.
- 🕒 Course Material (Basic - 75, Advanced - 100, Comprehensive - 150 Pages).
- 🕒 Self Improvement Cards, Motivational Posters & Handouts.
- 🕒 Gold Medals for winners.
- 🕒 Completion Certificate [only for workshops that exceed 24 Hours].

### 🕒 PILLARS OF STRENGTH

#### GULF

PETROTEK  
RICHMOND MARINE  
AL DIWAN GROUP  
NUCAF  
SELTEC  
TRIOTEC  
RAYMOND CONSTRUCTIONS  
J & J GROUP  
HYDROSOL.



#### INDIA

McWANE INDIA, ADJ EXPORTS, INFO-GLYPTIC, AIMIL, PROFESSIONAL COURIERS, NEO-DELTA TECHNOLOGIES, ANUP ENGINEERING, TOWN ESSENTIALS, S S INDUSTRIES, HINDUSTAN LEVER, KARVY CONSULTANTS, SAFE EXPRESS, DTDC, WILLIAM HARE, ZENITH MOTORS AND AIRCEL.

### 🕒 VARIED TRAINING

The JADE SALES XCELLENCE Workshop has been compartmentalized into 2 categories to suit different needs.

While one Session is meant for Outdoor selling Personnel, the other Module is designed for Indoor Sales Personnel [those manning Reception and walk-in Prospects and the other group attending and making calls].

We, at JADE believe if we have a committed Salesforce the process of development, quality and the like will never be a problem, there will be growth.

**SALES XCELLENCE**  
*For Frontline Salesmen*

Global Associate:  
**INNOVATIVE EDGE, LLC**  
Minnesota - USA

THE MAIN OBJECTIVE OF OUR CONDUCTING THIS WORKSHOP REVOLVES AROUND OUR FOCUS ON CREATING A NEED IN THE CUSTOMER TO BUY RATHER THAN SELLING.



### 🕒 ARE WE COSTLY?

Believe JADE Workshops are costly? Soft Skills Training is an investment and not a cost. Where the investment is concerned; a number of variables can influence pricing such as Accommodation, Food, Air-ticket, Visa and local conveyance.

Pricing will also depend on the number of days and volume.

We hope this information *provided to you is of interest*. If it fits your bill, you may proceed further, if not *reach out to us for a discussion*. We are as close as a click of a mouse or just a call away.

### TRACE US @

#### Gulf Operations:

No. 3202, ETA Manara Tower, Marasi Drive,  
Business Bay, Post Box 119638,  
Dubai, UAE

**Cell +971 521026361**

#### Corporate Office

No. 203 'R S Residency' O M Road  
St. Thomas Town  
Bangalore – 560 084 India

**Cell +91 9448060741**

#### Regional Office

M 63 New 19, 9<sup>th</sup> Street  
Anna Nagar East,  
Chennai – 600102

**Cell +91 9840629703**

#### R & D Centre

No. 3/27, D 'EMILY COTTAGE'  
Thanthanadu  
Kotagiri The Nilgiris – 643 217

**Cell +91 6361989138.**

Email : [jadetrainingresources@gmail.com](mailto:jadetrainingresources@gmail.com)

URL : [www.jadeworkshops.com](http://www.jadeworkshops.com)

YouTube : JADE Training Videos



*Updated in January 2024.*

**SALES XCELLENCE**  
*For Frontline Salesmen*

Global Associate:  
**INNOVATIVE EDGE, LLC**  
Minnesota - USA

## **JADE LISTED SOFT SKILLS CORPORATE WORKSHOPS**

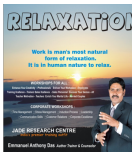
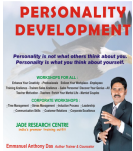
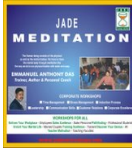
- 1] CORPORATE RECONSTRUCTION - *Dwindling Companies.*
- 2] CORPORATE XCELLENCE - *Top Managers.*
- 3] ENLIVEN YOUR WORKPLACE - *Employees & Staff.*
- 4] SALES XCELLENCE - *Frontline Salesmen.*
- 5] TEAM SYNERGY - *Managers & Leaders.*
- 6] LEADERSHIP DISCOVERY - *Managers & Leaders.*
- 7] OUTWARD-BOUND - *Leaders, Managers & Executives.*
- 8] PATHBREAKER – *Senior Managers.*
- 9] PATHFINDER – *Teachers.*
- 10] PATHFINDER -*Teaching Faculty.*
- 11] BUST YOUR STRESS - *Executives & Managers.*
- 12] PATHFINDING - *Engineering & Management Students.*
- 13] CUSTOMER DELIGHT - *Executives of BPOs.*
- 14] OUTWARD BOUND - *Leaders & Managers.*
- 15] TRAINING XCELLENCE - *Motivational Trainers.*

*Please Note - Details of Individual Modules can be provided on request, alternatively it can be downloaded from our Website [www.jadeworkshops.com](http://www.jadeworkshops.com) [Download]*

**We Also Design Training Modules To Suit Specific Needs. Call Us  
And We Will Structure A Module Of Your Choice!**

**URL : [www.jadeworkshops.com](http://www.jadeworkshops.com)  
E-mail : [jadetrainingresources@gmail.com](mailto:jadetrainingresources@gmail.com)**

**CD'S by  
EAD**



**Novel By  
Dr.EAD**



# Here's What HEADS Say!

The Workshop was very well designed, it was facilitated in the most professional manner, at the end we have carried a lot of knowledge with us to follow and cherish.

**Narayana Rao, Infloglyptic**

It has been a life-time remembrance for me and my staff, the workshop was just fabulous. It was very useful for all of us.

**M.Sivaram, Aircel Limited**

The JADE Outward Bound workshop was very useful, interesting, and gave us what we wanted, a change from regular life.

**V. Srinath, The Professional Couriers**

There was so much for us, we enjoyed every moment of it and never felt the passage of time, it was very professionally managed.

**Meenakshi Raman, Hindustan Lever Limited**

Games, Activities, techniques, it was a very good treat for my staff, including me, one of the best workshops I have attended in my lifetime.

**M. Ramkrishnan, KARVY Consultants**

I have witnessed some of the rarest and unique techniques and management games in my life, this is exactly what I wanted.

**G. Vasudevan, William Hare**

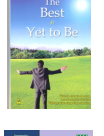
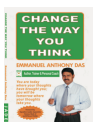
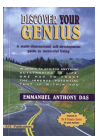
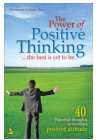
The workshop was suited to our staff and went very well with them, they all felt they got what the actually required in their day to day functioning.

**M. Kannan, Manager McWane India.**



**JADE RESEARCH,  
LIBRARY &  
DEVELOPMENT CENTRE,  
NILGIRIS.**

**Books  
by Dr.  
EAD**



At JADE We Have "REDEFINED TRAINING"

To Suit All Your Needs Right From

A "Senior Student" To A "Motivational Trainer"