



Asia's #1 Sales Solutions

THANK YOU

WHY SALES NINJA

- ✓ Specially designed to turnaround and transform sales teams by using hardcore push to the limits methodology.
- ✓ Tackle **key issues** faced by sales teams: weak mindset of complacency and negativity, low productivity and bad sales results. No application after training.
- ✓ **Drive change** in behavior thru **Metrics And Measurement**: leads, calls, appointment, potential, conversion – 2-4X daily!
- ✓ Booster sessions to ensure application and *results*. Partner client's sales leaders and managers to execute.
- ✓ Added value: whatsapp group support. Unlimited Q&A. Weekly challenges. Daily sales boosters.



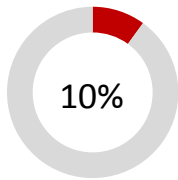


SALES NINJA 3D



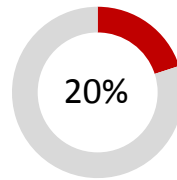
DESIGN

Issues
Performance
Objectives



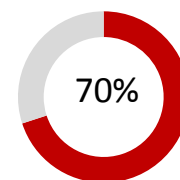
DELIVER

Interactive
Practical
Experiential



**DRIVE
CHANGE**

Metrics
And
Measurement





SALES NINJA 3D



Trainee

Review training content.
Apply the skills learned.
Get coaching from manager.
Get a buddy to support.

Trainer

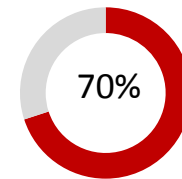
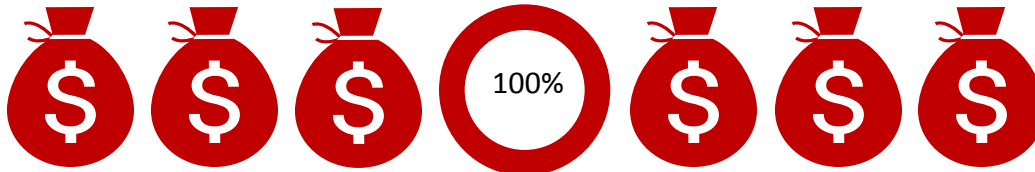
Follow-up coaching.
Refresher program.
Boosters.
Communicate.

Leader

Review training content.
Set expectations for applications.
Provide opportunities to practice, lots of role-plays.
Motivate.
Coach.
Review performance.
Measure metrics
2-4x daily.

DRIVE CHANGE

Metrics And Measurement



OBJECTIVE



Change mind-set, boost motivation
and improve belief of 'can-do' to
achieve and over achieve targets!

Challenge ourselves to break through
sales results in tough times.



SALES NINJA WARRIOR

unleash the warrior spirit within





[1]
Sales Ninja,
Client Results



Trainer,
Training [3]
Methodology



Training
Modules,
Total
Solutions



Pricing &
Next Steps
[4]




[2]




[1]
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SALES NINJA



**GLOBAL COMPANIES
LISTED COMPANIES
SMALL-MEDIUM COMPANIES**

*Choose SALES NINJA TRAINING
to improve their sales PERFORMANCE*

Sales Turnarounds & Sales Transformations

Sales Performance Departments



CLIENTS

And hundreds more...

Advertising/Media

Astro
DisplayMax
Media Prima
Shopper360

Automotive

Borneo Technical
Century Batteries
Peugeot
Volvo

Banks

Bank Rakyat
Maybank
Public Bank
Standard Chartered

Construction

Alpha Tiles
PJDCP Malta
Sudut Swasta
Syn Tai Hung

Consumer

Continental
Loreal
Yeos
York

Education

KDU
INTI
SEGI

FMCG

DPO International
Mead Johnson
Nestle

Government

CGC
CyberSecurity
MDEC

Hotels

Ascott
Parkroyal
Premiere

Healthcare

Novo Nordisk
Pfizer
Preventive Healthcare

Industrial

BASF Petronas Chemicals
IFM Electronics
UMW

Insurance/MLM

Berjaya Sompo
Nirvana
Prudential

ICT

Century Software
Jardine One Solution
NEC

Logistics

Dimerco Asia
FM Global Logistics
Tasco

Office Equipment

Canon
Fuji Xerox
Toshiba TEC

Online

Exabytes
iProperty
iCar

Property Developers

Guocoland
Iskandar
Sime Darby

Retailers

Courts
Crocs
Signature Kitchen

Telcos

Digi
Time DotCom
Tune Talk

Training

Fleming Gulf
IBN
Iverson

2017 IN-HOUSE CLIENTS


VOLVO  **BOSCH**  **JOHAWAKI GROUP** **VISTAGE**

LXOTICA  **MICHELIN** *A better way forward* **TIME** **PriceSolutions**
A Standard Chartered Group Company

GROLIER *In-Home Learning Expt*  **INTI International University & Colleges™** **VITAR**  **CHESTER**
CHESTER PROPERTIES SDN BHD E(1) 1321

 **IBRACO BERHAD** (011286-P)  **TENAGA NASIONAL**  **PRESS METAL** **shopper360** **StemLife**
Because Life is Precious...  **PEUGEOT**

SENTRAL COLLEGE PENANG  **BERJAYA TIMES SQUARE** KUALA LUMPUR  **CIMed Healthcare Sdn Bhd** (889001X) *...Enrich life through innovation...*  **UDA HOLDINGS BERHAD** (347508-T)  **fM MULTIMODAL SERVICES**  **SERPAJAM** Development

 **Fonterra™** **Dairy for life**  **MÖLNLYCKE HEALTH CARE**  **TRUWATER®** *...providing solution for your cooling needs* **LF ASIA VIEW QWEST**  **Kifl's**  **thunder print**
creating perfection

SALES NINJA  **NINJA** TM

Excluding Public Clients...

2017 IN-HOUSE CLIENTS



PRIMO
ORTHOCARE



KANSAI PAINT



Dasar Jati Sdn. Bhd.



BRODIE
OIL & GAS



2018 IN-HOUSE CLIENTS

CIMB BANK

SRI PENGKALAN BINAAN

SERPAJAM
Development

HALFEN MOMENT



MCT
BUILDING SUSTAINABLE COMMUNITIES

INTRIX®
COOL ENGINEERING. HOT SOLUTIONS

PNBD

PNB Development Sdn. Berhad



KANSAI PAINT



SRI TERNAK

GRUPPE

NEXUS WISE
SDN BHD

BAKELS VISIONARY SOLUTIONS

mDs Pacific

THOMVELL international



PEUGEOT

MPSI Qinetics

Canon

Delighting You Always



LPPSA
LEMBAGA PEMBIAYAAN
PERUMAHAN SEKTOR AWAM



LeBLANC®



KOPETRO



Bitdefender

ANCASA HOTEL & SPA
KUALA LUMPUR • MALAYSIA



Synergic Evolution

HOYA

SAFIRgotravel.com

SWATCH GROUP

WEDDING
.COM.MY

UNITAR
INTERNATIONAL
UNIVERSITY

MERCHANTRADE

ALL EIGHTS®

ELQUEST MEDIDENT

GREENPEACE

SALES NINJA
TM



RESULTS

Bank

HIGHEST sales record ever for the month!
 Mindset transformation project that train almost 200 bankers. Batch by batch we motivated the bankers to achieve their targets. Home Financing did the best by breaking their sales record.



Islamic Bank

HIGHEST sales record for Selangor region! Nationwide achieved 2014 budget in Oct!
 Wealth management department sells unit trust, will writing and deposits. This is their greatest achievement to date by getting trained and coached by Sales Ninja for 1 whole year.



Education

Achieved 110% target after the training!
 A challenging year for educational institutions with lots of competitors and changes. Sales Ninja was hired to boost their skillsets to convert more enquiries into students. A 1 year client, they are trained in phone skills, mind skills, presentation skills, closing skills and teamwork.

Developer

RM 2,000,000.00++ closed IN the training itself!
 A Malaysian developer closed 2 deals during the training itself. By using follow-up and closing skills, the participants manage to secure appointment in the training itself and close the sale the same day.





RESULTS

Retail

65% Sales Increase!

Sales Ninja is currently running batches by batches of this retailer with 500 sales people. First batch was tracked for 3 months and achieved a phenomenal 65% sales increase after the program.



Manufacturer

Grew RM 30 Million in 1 year!

Failed to achieve their revenue growth for 2014, they hired Sales Ninja for 1 year in 2015 doing trainings every month for 6 months and coachings for 4 months. It's done with the same resources of time, people and money.

FMCG

Targets Achieved!

Sales Ninja was hired to train this FMCG company region by region to boost their sales for 2014. The results was great and Sales Ninja was hired again in 2015 to boost their regional sales team's energy, mindset and motivation.

MLM

Licensing To 8 Countries!

A regional project that Sales Ninja won against. Client wants to license a program where the training company will design, deliver and license their internal trainers from 8 countries to run. International companies was called in to bid for this project but Sales Ninja emerged as the sole winner.



TRAINING FEEDBACK FORM

Training: Sales Ninja War
Date: 11/03/2014- 12/1
Your Name: Melissa
Branch/Dept/Area: Sales Admin

A: Training objectives and content
List the most important subjects

Warrior face challenge,

B: Impact on work:
Please explain how it will impact

Never Give Up, Always

C: How will you apply the subjects c

Priorit. everything is a

C: How could this training be i

push limits & potential

D: Please rate the training fro

Overall I feel this training is...

E: How would you describe thi

TRAINING FEEDBACK FORM

Training: Sales Ninja
Date: 19-20 August
Your Name: Robyn NG
Branch/Dept/Area: JOMOR

A: Training objectives and content
List the most important subjects that

Focus, Persistence, A

B: Impact on work:
Please explain how it will impact you

Over come the fear

C: How will you apply the subjects cover

PDCA - Plan

C: How could this training be improved

Possible to arrange more sh

D: Please rate the training from 0-10

Overall I feel this training is...

E: How would you describe this training

Phenomenal/Exceptional/Incomparable
Good/Great/Fantastic
Revolutionize/Innovative
Must Attend
Guaranteed To Make You Strong & T
Practical/Instantly Doable/Hits The M

TRAINING FEEDBACK FORM

Training: Sales Ninja Warrior
Date: 22/8/13 to 20/8/13
Your Name: Felin dan Poh twin
Branch/Dept/Area:
Facilitator: Hanzo Ng
Venue: Glenmarie, Holiday Inn.
Company: Newpower (M) S/B
Managing Director

A: Training objectives and content:

List the most important subjects that you have learnt in this training programme.

1) Overcome Fear 4) Team work
2) Focus 5) Belief
3) Persistence 6) Sincere

B: Impact on work:

Please explain how it will impact your work and what roadblocks exist to prevent impact:

Stay focus with my team & build stronger team work & belief in each to move forward to meet challenges & achieve goals.

C: How will you apply the subjects covered to enhance your job?

Set more realistic target & move with my guys to meet the targets.

C: How could this training be improved to make it more effective?

Perfect.

D: Please rate the training from 0-10: 0 = terrible, 10 = amazing


Overall I feel this training is... 10

E: How would you describe this training? Please BOLD your selection.


Phenomenal/Exceptional/Incomparable
Good/Great/Fantastic
Revolutionize/Innovative
Life Changing/Transformational
OK/Average/Mediocre/Normal
The Best




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INTRODUCTION



- Sales Ninja WARRIOR is a 2 days 1 night sales mind-set and motivation training designed to make sales people tough so they can face and win against tough times.
- By the end of the program, participants will live a life of I Am A Warrior! I Can Do It! I Will Achieve It! So they never make excuses ever again because they unleash their Warrior spirits within.
- This program uses experiential activities, psychology and martial arts to break down limiting beliefs, build up confidence to ultimately achieve break through results.

Lots of activities thru games & martial arts to install powerful beliefs of a warrior.

Massive change, turnarounds transformations and results has been achieved.

Training Feedbacks From Account Managers, Leaders and Entrepreneurs:

“I will never give up ever again!”

“Definitely one of the toughest program I’ve ever been through. Absolutely mind-blowing and hard core. A must attend!”

“I will go all out now. I know my motivation to achieve sales and targets now. I can do it! I will achieve it!”



KEY ISSUES TO TACKLE

Sales Ninja Warrior: Mind-set & Motivation

Issue:

Not achieving targets, not aggressive, order-taking, complacent, take short cuts, negative mindset, limiting beliefs of “can’t achieve”, think targets are too high to achieve, influencing others, think tough times can’t sell premium products, think slow economy, slow market, lazy.

2 days 1 night



MODULE 1

This program is attended by thousands of sales people and managers every year!

01

Warrior vs Worrier

Belief affects behaviour.
Behaviour drives results.
What do you believe?

02

Worrier Beliefs

Market is tough. Targets are too high. Our product is not as good as competitors. Can't hit targets because of X.
Marketing is bad.
Worry Worry bla bla...

03

Warrior Beliefs

I can do it! I will achieve it though hard! I can sell anything! I will outwork anyone! I can improve! I will find a different way! I give 100%! I am a warrior!

04

Warrior Stories

Stories of people who belief: from ancient warriors like Alexander the Great to modern warriors.
30+ years old property salesman from a small town is top performer.
Hanzo's 5 figure income in a month to a week to a day.
50 year old unit trust salesman sets double his targets.

05

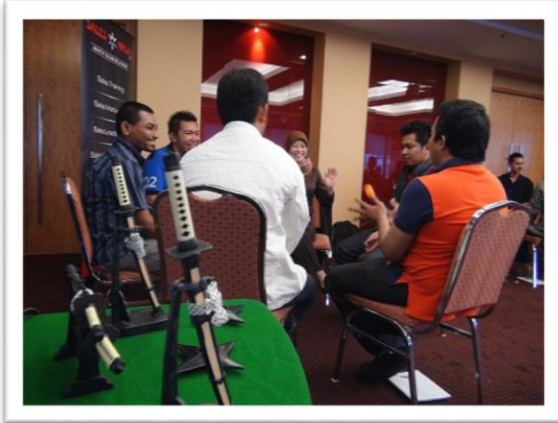
Warrior Challenges

Ninja focus: participants will achieve their targets.
Ninja warrior: participants will break their targets.
Ninja spirit: participants will unleash their power.
Ninja strength: participants will bend a steel rod.
Ninja village: participants will play a selling game.
Ninja teamwork: participants will unite and succeed.
Refer next page for pictures & videos.



MODULE 1

This program is attended by thousands of sales people and managers every year!



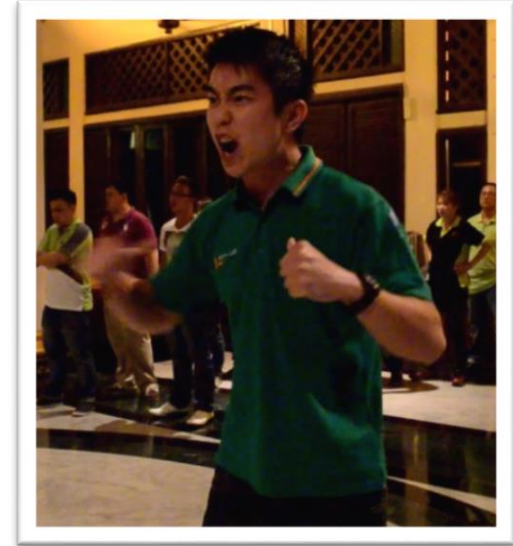
Ninja Focus

How: participants will set a target and toss some balls using strategy and skills to achieve it.

Lesson: set targets, believe targets can be achieved, never give up.

YouTube:

https://youtu.be/f77Fmjs_Pws



Ninja Spirit

How: participants will go through 5 levels of psychological break through.

Lesson: be a warrior, believe can do, take action, persist, never give up, support.

Video:

Only available for face to face presentation.



Ninja Warrior

How: participants will break their targets. The target is a wooden board.

Lesson: must break the targets.

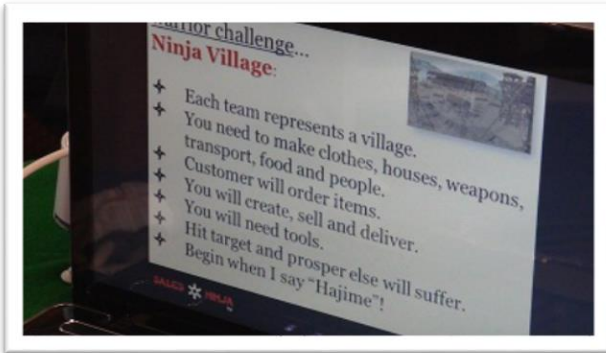
YouTube:

<http://youtu.be/KLpIIIICE28>



MODULE 1

This program is attended by thousands of sales people and managers every year!



Ninja Village

How: participants will strategize and create products to sell to the facilitators.

Lesson: sales process, sell value.

YouTube:

<https://youtu.be/2YGMCR5LyLA>



Ninja Teamwork

How: participants need to stack some chairs within a timeframe.

Lesson: belief, teamwork, persist

YouTube:

<https://youtu.be/42TphxJA17k>

Ninja Strength

How: participants will bend a steel rod with their throats. Looks impossible, but belief it is possible and it will bend.

Lesson: belief, persist, support.

YouTube:

<https://youtu.be/jK6UfGCzMtY>



TOTAL SOLUTIONS



Sales Motivation

2 days 1 night Warrior 1
2 days 1 night Warrior 2
2 days 1 night Warrior 3
4 Quarterly boosters



Sales Training

14 days module
Rapport, prospecting,
probing, presentation,
objections, closing,
key account management,
channel development.



Sales Leadership

12 days module
Goals, strategy, resources,
communication, analysing,
motivation, improvement,
celebration.



TOTAL SOLUTIONS



Sales Team Building
2 days 1 night Unity 1
2 days 1 night Unity 2
4 Quarterly boosters




Sales Service
10 days module
Service basics,
communication,
selling, up-selling
& cross-selling.



Sales Coaching
Improvement
Reinforcement
Boosters
Follow-ups
Mobile Apps
(coming soon)




[1]
Sales Ninja,
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[2]

ABOUT MR HANZO NG

Ninja Grandmaster = Founder

BACKGROUND

An all-rounder - a top sales performer, a top sales manager, a top sales director, a creative consultant, a hypnotic writer, a best-selling author, a martial artist, Mr. Hanzo Ng is the founder, creator and Grandmaster of Sales Ninja, one of Malaysia's most successful sales training company.

As Asia's #1 sales solutions company, The Sales Ninja Group is the leader in helping small-medium, listed and global companies transform their sales team into the special forces of sales people known as Sales Ninjas. Sales Ninjas have to undergo special trainings for special missions, the mission is sales and Sales Ninjas don't fail the mission.

He's also the shareholder of Amazing Momentum Capital Sdn Bhd, a company that invests in land, build and sell of properties, Aspire Entrepreneurs Holdings Sdn Bhd, an investment company that invests in other businesses. Hanzo lives his life through 7 Fs: family, finance, friends, fitness, flying, food & fashion.



PROFESSIONAL SKILLS

Sales

Strategy

Motivation

Training

Leadership

Coaching

Speaking

Team

Consulting

ABOUT MR TERRENCE TEH

Sales Ninja Sensei - Trainer

BACKGROUND

A high achiever in all his career, Terrence started out as an auditor and he was the only one in his company who received a 40% increment and 2 months bonus the first year working.

Spotted for his wit, speed and deliverables, he was then head hunted into a change management consulting company where he doubled his salary and rise to Principle Consultant managing projects for Petronas, KLCC & Proton.

He then moved to another challenge, running a loan agency. With excellent motivation and selling skills, he made the agency an 8 digit agency in lighting speed. He subsequently moved to ICT as the Senior Manager and found his passion in training and development. A HRDF certified Train-The-Trainer, Master Practitioner of NLP (ABNLP), Master Coach in NLP, CFP, Terrence's main value is enhancing people's lives.



PROFESSIONAL SKILLS

Sales

NLP

Motivation

Training

Leadership

Coaching

Team

Mindset

Fitness



SAMPLE TRAININGS

SALES MOTIVATION

<http://youtu.be/ecJATScObs>



SALES TRAINING

<http://youtu.be/YDwwj3OtiTk>



SALES LEADERSHIP

<http://youtu.be/QCu9baIMlUU>



SALES MANAGEMENT

<http://youtu.be/Elpy7y4fVTY>




SALES CONVENTIONS

<http://youtu.be/BZWZpNGG56k>







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INVESTMENT



SALES NINJA WARRIOR unleash the warrior spirit within



RM 25,000.00 for 20 pax.
RM 800.00 for additional pax.
RM 39.90 per workbook.

Budget:

- ✓ Sales Ninja is sales specialist that trains thousands of sales people and leaders annually.
- ✓ Very hardcore training.
- ✓ Practical hands-on with coaching on mind-sets learned.
- ✓ High energy & exciting delivery.
- ✓ Young & dynamic sales trainer.
- *Includes training, trainers, tool, but excluding venue, hotels and travelling claims.



INVESTMENT

Why Sales Coaching?

People do not change easily. We need to coach them to change.

*Changing needs feedback. They need to know if they are doing it right.
We need to coach them to improve them.*

*Changing takes times. We need to coach them and
provide opportunity to apply and improve.*

Agenda Of Coaching Sessions:

Refresher | Issues sharing | Issues tackling
Performance gaps and skills improvement through role-playing & demonstration
Motivation | Action plan and accountability

Note: Our sales coaching sessions have been proven to maximize the training investment and practically improved the sales performance of our participants/coachees.

The best result we've achieved so far is boosting a 500% improvement in productivity in the areas of cold calling.

Type	Effectiveness	Price	Duration
< 10 pax	Excellent	RM 3,750.00	3 hours
> 10 pax	Great	RM 5,000.00	3 hours

Recommended subscription:
Q1: 3 sessions done monthly.
Q2-4: 1 session done quarterly.

SALES NINJA ADD-ONS

Sales Ninja T-Shirt:

1-20 pieces: RM 49.90 per shirt
21-50 pieces: RM 39.90 per shirt
51-100 pieces: RM 35 per shirt
101 >: RM 29.90 per shirt



Sales Ninja Poster:

RM 2.50 per A3
RM 1.50 per A4



Advanced
ordering
required

REINFORCEMENT POST TRAINING

Digital poster:
RM 500.00



Professional video
summary of event:
RM 1,500.00

Mobile APP solution to deliver key messages covered during training to be used for reinforcement after training. Includes shooting, recording, studio, lighting, effects, editing, content, file rendering, file formatting, delivery of videos in short modules:





NEXT STEPS

1. Sales Ninja to present to decision making team.
2. Agree on modules.
3. Confirm with Sales Ninja.
4. Select dates.
5. Communicate to all staffs on why we are doing this.
6. Train all staffs product & industry knowledge.
7. Quiz all staffs on product & industry knowledge.
8. Get the team excited about the trainings.
9. Training starts.
10. Execute the 'drive change' activities.



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THANK YOU