

## Territory Management

Managing a retail territory is not for the feint of heart. Territory Managers are continually faced with challenges that test not only their skills and experience, but also their resolve to succeed.

**GRAFF** offers customized training programs that aim to give your Territory Managers the edge they need to properly manage their territories. These programs are built on the fundamental belief that driving sales and developing staff is the core responsibility of each supervisor. Fully customized to the realities of your business, the program often includes the following modules:

- Priority Management
- Influence Strategies That Work
- Conducting Effective Store Visits
- Establishing Standards and Achieving Compliance
- Recruiting your Management Teams
- Performance Coaching
- Executing Plans Effectively
- Leading for Passion
- Your Personal Brand

This is typically offered as a two or three day workshop.

District Managers everywhere are always amazed and delighted when they attend this program. Our knowledge and experience, paired with our in-depth research into the realities of your business, make this a winning program every time.

Get serious about territory management. Get GRAFF.