



What separates Top Coaches from Average Coaches in Sales?

Based on the content within Daniel's National Bestsellers, here's the list:

SELF	
Top	Average
<ul style="list-style-type: none"> • Life First • DNA Assessment • Proactive • Leader • Thought Partner 	<ul style="list-style-type: none"> • Business First • DNA Assumption • Reactive • Manager • Sales Dictator
STRATEGIES	
<ul style="list-style-type: none"> • Asks Sellers Questions • Helps Sellers Plan • Strategy Sessions • We • Ends with Advance 	<ul style="list-style-type: none"> • Tells Sellers the Answer • Traditional Ride-Along • Staff Meetings • Me • Ends with Continuation
SKILLS	
<ul style="list-style-type: none"> • Improves Pipeline Velocity • Value Creation Plan • Coaching Culture • Knows Who to Coach • Hires Winners 	<ul style="list-style-type: none"> • Little or No Impact • Traditional Business Plan • Inspecting Culture • Gives Everyone Equal Time • Delegates to Human Resources