



“Building Confidence in Customer Conversations” Workshop

Date: Wednesday 03 June 2026 in Taupo (Suncourt Hotel)

Arrowbow’s **Sales Foundations Workshop** is designed to help non-sales leaders confidently lead customer conversations that convert.

It builds the **structure, skillset** and **mindset** required to move from uncertain conversations... to clear, value-led outcomes that drive revenue.

This **three-part experience** shifts the focus from “selling” to building trust, understanding real customer needs and guiding decisions with confidence.

Benefits of the Workshop

- Understand how different **communication styles** impact sales outcomes
- Build a clear, practical **sales process** for your environment
- Develop a personal **high-performance framework**
- Apply **lead and lag goals** to drive consistent sales activity
- **Define** your **ideal customer** and where to focus
- **Strengthen mindset** to handle real **sales pressure** and **conversations**





The Workshop Experience

This is not theory, it's applied learning. Through practical exercises, discussion and real scenarios, you'll build tools you can use immediately.

You'll leave more confident, more structured and better equipped to lead sales conversations that convert into revenue.

Workshop Structure

- **In-Person Workshop:** 9:00am – 3:00pm | Wednesday 3 June
 - **1:1 Session (30 mins):** Scheduled 4th–19th June
 - **Group Follow-Up (45 mins):** 10:30–11:30am | Wednesday 24 June
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Workshop Details

Date: Wednesday 3 June 2026 (8:30am – 3:00pm)

Location: Suncourt Hotel, Taupō

Investment: \$740 + GST per person

Workshop is registered with the **Regional Business Partner** Programme

[Buy Tickets](#)

Contact:

help@arrowbow.co.nz | kimble@arrowbow.co.nz

027 258 5095



Arrowbow Workshop Testimonials

"A refreshing, practical approach focused on helping customers buy, not just selling. Highly relatable and impactful"

- Phil, Dickie Direct Nutritionals

"Arrowbow built a sales process that fits our business. Clear, practical and immediately usable."

— Richard, RSS Communications

"Energetic, engaging, and insightful. Kimble connects with the room and delivers real value."

— Bridget Lowry, iWonder

"Global experience, applied locally. Helped us refine strategy, identify gaps, and shift our thinking."

— Elizabeth Pinfold Reed, Good CX

"Practical, focused, and impactful. I left with clarity, confidence, and actions to apply immediately."

— Jimson George, FBM

"Kimble is a really captivating speaker. Could have sat and listened for longer."

— Bex, Studio Two

"If you're considering working with Kimble at Arrowbow, I'd highly recommend it. Deep expertise in sales performance and revenue growth, delivered with clarity and generosity."

— Brigitte, BCC