

GETTING THAT SALE

High Impact Training Session



Who should attend?

Individuals who aspire to achieve better results from their sales activities and efforts.

High Impact Session topics

- Skills and qualities of a successful salesperson
- Analysing your strengths and weaknesses
- What motivates your customer!
- Knowing your brand, your products and services inside out
- Profiling prospects and effective sales planning
- Reaching the decision maker
- Making appointments successfully
- The successful sales meeting
 - Questioning and listening techniques
 - Handling and overcoming objections
 - Closures
 - Future prospects and referrals
- Personal Action planning