



>> Mastering Selling Skills and Developing Customer Relationships:
Fast paced, interactive, informative, and practical.

This seminar is a fast paced, interactive, informative and practical program that is guaranteed to leave a powerful and positive message. It focuses on the fundamentals of selling in today's changing market places.

Who Should Attend:
Sales Representatives and Sales Managers

Course Duration: 2 day program

Topics Covered:

- Personal and professional self-evaluation
- Setting and completing goals
- Developing an ongoing positive attitude
- Developing strong communication skills
- Professional image
- Maximizing customer relationships
- Planning and executing 'The Sales Call'
- Maximizing your relationship with internal/external partners
- Making effective cold calls
- Cultivating new business
- Dealing with competition
- Developing and planning your territory
- Organization Skills
- Watching for buying signals
- Handling objections
- Closing the sale

*A Positive Attitude
is Everything*

Course Objectives:

Have understand and execute the sales process; Increase sales, productivity and performance; Increase the awareness of developing and maintaining a positive attitude; Improve organization skills; Develop successful closing skills; Handle objections with confidence; Manage and develop a sales territory; and Increase sales

>> Mastering Selling Skills II:

Course Objectives:

Whether you are a beginner a seasoned sales professional the second level Excel program will guide you through practical aspects that are sure to motivate you to focus on the sales process and maximize your potential. Learn how to collaborate with your best clients to reach mutual goals and achieve success in sales.

>> Mastering Selling Skills III:

Course Objectives:

A step by step process will be shared on how to develop a personal strategic plan for the sales professional, learn how to truly motivate people to buy and how to keep your most important customers and keep the relationship going strong.

