

effective selling strategies

This programme will help you to:

- combine basic and sales methods
- increase personal productivity
- improve interview techniques
- overcome stalls and objections
- prospect effectively
- develop organisation skills
- identify, pursue, and close opportunities
- learn the art of questioning



This is a truly powerful programme for sales professionals at any level. It focuses on two key aspects of sales training - skills and attitude. It's in these two vital areas that most sales people can use the most help and reinforcement.

Shortly after starting the programme, participants will experience tangible results such as an increase in the number of calls being made, more sales being closed, larger orders, expanded target markets, great client satisfaction, and other specific activities that they can measure.

During coaching each participant will discover the benefits of utilising the our unique process of gradual change over time, spaced repetition and multi sensory learning to guarantee new, effective practices that last a lifetime.

To learn more about our full range of programmes, workshops and services, contact:

Attitude Changes Everything

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ATTITUDE CHANGES EVERYTHING
Believe to Achieve

programme content

format 6 x 2 hour sessions

Programme benefits:

- increase sales
- achieve measurable results
- understand prospects' requirements
- acquire increased confidence and improve your negotiation technique
- deploy innovative sales strategies

Lesson one	Defining your target market
Lesson two	Approaches that sell
Lesson three	The sales interview
Lesson four	Discovering prime buying motives
Lesson five	How to close sales
Lesson six	Overcoming stalls and objections

All lesson materials are provided in written and audio format, and include a Plan of Action.