

Building Relationships For Success In Sales

COURSE OVERVIEW

No one questions that making friends is a good thing. The business of business is making friends, and the business of all sales professionals is making friends and building relationships. Strategic friendships will make or break any business, no matter how big and no matter what kind of market.

KEY SUBJECT AREAS

- Discover the benefits of developing a support network of connections.
- Understand how building relationships can help you develop your business base.
- Learn how to apply communication techniques to build your network.
- The key elements in strong working relationships, and how to put more of these elements in working relationships.
- Recognise key interpersonal skills and practice using them.

LEARNING OUTCOMES

- Focusing on your customer.
- What influences people in forming relationships?
- Disclosure.
- How to win friends and influence people.
- Communication skills for relationship selling.
- Non-verbal messages.
- Managing the mingling.
- The handshake.
- Small talk and networking.

Develop a network of connections and transfer these into working relationships.

Duration: 1 Day

Unique features

The Building Relationships For Success In Sales Workshop is designed to meet current market trends.

- Professional facilitators use the most up to date accelerated learning techniques.
- An interactive, relaxed atmosphere with real world examples.
- Modern presentation methods using audio and visual presentations.

Who should attend?

Anyone who is in a position where they would like to learn the techniques of networking and creating strong working relationships.

Includes...

- Resource material & workbook.
- Training 101 Certificate

Contact us for more information
or to register on a workshop:

P: 0800 801 233