

# Selling Smarter

## COURSE OVERVIEW

A professional salesperson is highly trained and well groomed, with the characteristics of honesty, trustworthiness, and competence.

This workshop will help you learn how to be a truly professional sales person. Learn the techniques for finding & closing sales.

### KEY SUBJECT AREAS

- Selling skills
- The sales cycle
- Framing success
- Setting goals with SPIRIT
- The path to efficiency
- Customer service
- Selling more
- Ten major mistakes
- Finding new clients
- Selling price

### LEARNING OUTCOMES

This workshop will enable the participant to:

- How to explain and apply concepts of customer focused selling
- How to use goal-setting techniques as a way to focus on what they want to accomplish and develop strategies for getting there
- How to apply success techniques to get the most out of work
- Productivity techniques to maximize their use of time.
- Ways to find new clients and network effectively

*Build your credibility  
and learn ways to  
disarm objections  
and get your sales  
record back on track.*

*Duration: 1 Day*

### *Unique features*

The Selling Smarter 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?*

Any salesperson who would benefit from learning efficient ways to improve their sales and network with clients effectively.

### *Includes...*

- Resource material & workbook.
- Training 101 Certificate
- Quick reference guide.

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

**P: 0800 801 233**