

Sales Workshop

Generating more sales for your business.

19th February 2019
2:00-4:00pm

This course is designed to provide you with the essential techniques and strategies to understand the sales process and how to overcome objections so that you will close more sales and exceed your targets.

What will you get out of it?

- Why Do We Contact Our Customers?
- Starting Out in Sales
- The Sales Process
- The Fear Factor in Sales
- Attributes of a Good Sales Person
- The AIDA Sales Model
- Core Selling Skills
- Handling Objections
- People Buy From People
- Making Action Plans
- Your Personal Action Plan

Location

John Lewis, Highcross, Leicester.