

Sales Made Easy – Discover what works

Course Outline

Duration: **3 hours**

Course Description

If you are looking to promote your business you need to know the secrets of how to sell. Most of us don't like the idea of selling. We are not comfortable selling. That's because we have not been trained in selling, or know that selling is just: "helping other people to achieve their objectives".

This informative, interactive and effective workshop will help you use the sales process, developing your knowledge and selling skills, boosting your confidence.

Who should attend?

Ideal for business owners, managers or leaders or anyone who wants to grow their business by improving their selling technique.

What will it cover?

You'll learn about:

- The 5 Golden Rules of Selling
- The sales process, step-by-step
- How you can be a great sales person
- Find out why people really buy
- Develop listening skills
- Learn the techniques to sell and negotiate
- Discover why selling is a win win
- Objection handling
- Useful sales hints
- Plus, so much more...

Training Process

Presentation, group exercises and open discussions to reinforce delegate's knowledge. Leave feeling confident to make your next sale.