



‘TRAINING WITH QUALITY’

Business Growth Professional Development Sales Course - Example.

To **improve new business growth** by providing you with professional, educational mentoring and coaching in the following learning topics.

- 1). Preparation, Strategy, Telemarketing / Prospecting for **New Clients**.
- 2). Positive Mental Attitude Techniques – **Important** for Mental Resilience.
- 3). Features Advantages and Benefits – Do you **know** the difference?
- 4). The Importance of Appearance, Enthusiasm, Body Language and Behavior.
- 5). Overcoming and Avoiding Objections during a Business Interview.
- 6). Specialized but simple Questioning and Listening techniques.
- 7). Negotiation and Closing Skills – How do you **ask** for the business?
- 8). Telemarketing Skills – What is **right** for you? What **Strategy** do you Adopt?
- 9). Five Mental Steps of Selling – **Traditional** Process.
- 10). Four Consultative Steps for Large Sales – A **Proven Successful** Formula.

Tutor assessment methods include role play, scenarios, question and answer oral and Q & A written. Formative and Summative.

First day in training room - fully interactive session.

Half day at mutual convenient location, first day review and mentoring to cover identified areas of development that need special attention.

Your investment: £795.00. **Grant funding** may be available (subject to criteria).

Lunch, tea and coffee refreshments included.

Day courses available and one - one coaching at competitive prices. - Invest to impress! Quality Driven! See the Five Point Promise!



Contact Andrew Simpson for details. Quality Management Certified.

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