

Is your sales team ready to face today's business challenges?

Sales Training *and* Development Subscription

ONLINE | SELF PACED COURSE

COURSES

- 1) Understanding Behavioral Styles for Sales
- 2) Prospecting to Create Interest
- 3) Establishing Credibility and Trust for Sales
- 4) Questions Are The Answer For Sales
- 5) Customer Focused Sales Interviews
- 6) Overcoming All Objections
- 7) Win-Win Negotiations
- 8) Gaining Commitments to Action/Closing
- 9) Territory and Account Management

* Successful completion of each course carries Continuing Education Unit credit.



Give every salesperson the potential to leap to higher sales plateaus

Sales organizations today face challenges that are unprecedented in American business history. The Internet has impacted every aspect of business - both domestically and globally. Today, customers have fingertip access to a vast array of resources that give them tremendous knowledge - and power, including new and efficient ways to train their salespeople. The potential for selling more products and services to your customers is rising, but especially if you are equipped with customer focused sales training techniques.

By learning a comprehensive set of basic skills and knowledge this subscription gives every salesperson the potential to leap to higher sales plateaus, to sell successfully, consistently. Subscribers Will Focus On

✂ *How to Interact with People to Help Them Feel More Comfortable in Sales Situations.*

✂ *How to Uncover Needs, Goals, Priorities and a Personal Win*

✂ *How to Establish and Maintain Credibility and Trust*

✂ *Prospecting at High Levels*

✂ *How to Focus on the Customer and Overcome Objections*

✂ *How to Manage a Sales Territory and Your Time to Maximize Results*

✂ *Negotiating a Win-Win*

✂ *Gaining Commitments to Action and Closing the Sale*

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