



the**performance**tree

Our Experts, Your Success

Growing your People, Profits and Performance

Winning Sales

Delivered By Mike Kean from Ask Training

The 28^h and 29th September 2010
Deer Park Golf and Country Club, Livingston, Junction 3 M8

Introduction

We specialise in developing people to improve their sales technique and achieve high performance results. Our 'hands on' approach helps sales people to understand key influencers' buying motives and develop sales strategies that win more sales.

Objectives

- > Learn how to move from leads into sales
- > Plan how to win business using strategic mapping
- > Map out key influencers and plan to influence them
- > Manage barriers to successful selling and develop objection handling skills.
- > Create great sales appointments with purpose!
- > Internalise the 'sales process' to develop even more confidence

Overview

- > Internalising a great sales process through coaching
- > Building confidence through presentations and client benefits
- > Mapping out key influences
- > Why people's personality influences buying needs
- > Creating great 'winning' actions plans
- > Uncovering barriers to success
- > How to make compelling sales appointments
- > Presentation of bids and proposals
- > How to handle objections and rejection
- > Managing your sales pipeline of funnel

Timings

- > Monday starting at 10am and finishing at 5pm
- > Tuesday starting at 9 am through till 4:30pm

Costs

- > The price to attend is £850.00 (+VAT) per delegate
- > All training, lunch, manuals and training materials are included
- > If you need accommodation we can help you with local hotel information

A powerful 2 day sales course with a one day follow up meeting 6 weeks after the course to ensure what was learned is ACTIONED!

Call now on 0131 2263910 to secure your place or email us on enquiries@theperformancetree.com