

Client Focused Sales Training Package

This package provides quick-hitting sales techniques for effective cold calling, making a compelling sales presentation, negotiating and upselling. You'll work with a live instructor to learn quick-hitting techniques to help sales people increase their influence, be more articulate, and be fully committed to winning clients. Your sales numbers will never be the same!

What's included: 6 Live Online virtual instructor-led courses (13 hours total training). Live Online courses scheduled regularly. Simply choose the date and time that's most convenient for you.

Subscription Duration: 1 year access from date of purchase

Cost: (Sold individually, the content in this subscription is valued at \$1,604.)

Member: \$599

Non-Member: \$899

Included Courses

- Appeal to Buyer Motives to Close More Sales (1 hour Live Online Webinar)
- Compelling Sales Presentations (3 hour Live Online Workshop)
- Cross and Up Selling (3 hour Live Online Workshop)
- How to Cold Call and Build New Customers (3 hour Live Online Workshop)
- Negotiations - A Human Relations Approach (2 hour Live Online Workshop)
- Present to Persuade (1 hour Live Online Webinar)

Live Online Courses

Appeal to Buyer Motives to Close More Sales (1 hour Live Online Webinar)

Effective sales professionals can recognize, accurately interpret, and respond appropriately to these signals. Often customers seem convinced that our solution can help them, yet they hesitate to commit. This webinar helps sales professionals create a sense of urgency by truly understanding the emotions behind why customers engage with you from the start.

Compelling Sales Presentations (3 hour Live Online Workshop)

This 3-hour Live online workshop is a must for any sales professional who wants to increase close rates through more effective presentations. Work with a Dale Carnegie expert coach to discover the most powerful presentation format, and understand how to frame your ideas in the most interesting and valuable way.

Cross and Up Selling (3 hour Live Online Workshop)

Even existing customers are sometimes unaware of the options and opportunities you have to offer. By asking the right questions and making appropriate suggestions, you can significantly increase their overall purchase level, add revenue to your company's top-line, and satisfy your client all at the same time. Learn how in this fast paced workshop.

How to Cold Call and Build New Customers (3 hour Live Online Workshop)

Cold calling can be nerve-racking. As soon as the prospect figures out you're a sales person, the line might go dead, or if you luckier, you get the immediate response of "no budget" or "not now." But we all know that there is money to be made if a prospect sees real value in you and your offering. The challenge is to get your value proposition in front of the prospect in such a compelling way that keeps them on the line. This 3-hour virtual classroom experience shows you how to prospect to diverse clients and approach them in ways to form a lasting alliance.

Negotiations - A Human Relations Approach (2 hour Live Online Workshop)

Negotiations require listening to others carefully, and observing their actions and reactions. Understanding which issues are the most important to your client or colleague is critical in developing a solution that is acceptable to both parties. With a clear understanding of the other person's desires, you can partner to develop a solution that builds trust and lasting relationships.

Present to Persuade (1 hour Live Online Webinar)

Our success depends upon your ability to persuade others. A properly executed presentation will accomplish that goal. This webinar explores 8 tips for engaging emotions to quickly build rapport and compelling listeners to action by clarifying the benefits. You will learn a proven structure for organizing a persuasive presentation, identify ways to use audience-appropriate evidence, and learn other best practice tips for presenting to persuade.