

"It suited my needs and I got exactly what I thought I needed from it - great tools to be used in my career"

"The complete workshop was so valuable and the information was up to date. I learned so much in 2 days"

## Persuasive Selling Skills

2019 DATES:  
30 Sept – 1 Oct

### 20 years' experience in training Healthcare Sales People

We know the behaviours and skills needed to be successful in sales!  
Register for this course and let us make a difference in your sales results.

#### INCLUDES A PERSONAL DEVELOPMENT ASSESSMENT

Included in this programme is a full Extended DISC Behavioural Assessment. Completed online prior to the workshop, the report is shared with the participant and their manager and identifies personality traits, natural strengths, motivators and areas for development specific to the sales role.

#### COACHING

An optional online coaching session post workshop is available. Our experienced coach will ensure participants learn how to apply the new skills effectively in their daily role.



#### THIS 2 DAY WORKSHOP COVERS:

##### SALES SUCCESS

Know the critical skills and behaviours to achieve sales success

##### GOAL FOCUS

Understand how being goal focussed achieves results. Set SMART goals for *your role*

##### CALL STRUCTURE

Learn a flexible call structure that enables a sales conversation with purpose

##### QUESTIONING SKILLS

Advanced questioning techniques to identify customer needs

##### SOLUTION SELL

Tailor your solution to be of value to the customer

##### OBJECTION HANDLING

Be able to handle objections with confidence and turn them into opportunities.

##### GAIN COMMITMENT

Close the sale and plan strategies for follow-up.

##### DISC BEHAVIOURAL STYLES

Identify your own & customer communication styles. learn how to sell more effectively to the different styles

This workshop is limited to a maximum of eight representatives. Participants receive one-on-one coaching and active involvement in an optimal learning environment with colleagues from similar industries.

Workshop and DISC Report: **\$1,900.00** +GST per person  
Workshop, DISC Report and Coaching: **\$2,100.00** +GST per person