PROFORMANCE
GROWING PEOPLE: Growing Business

Persuasive Selling Skills
Sales Workshops 2022 – Delivered Online
9, 16, 23 & 30 March | 4, 11, 18, & 25 May

25 years' experience in training Sales People
We know the behaviours and skills needed to be successful in sales!
Register for this online program and let us make a difference in your sales results.

Participate in a series of interactive workshops online from your preferred workstation. These workshops will be held over 4 sessions with dates for March and May 2022.

Learner Support - unique offer!
Included in this programme is pre and post workshop Trainer support for individual coaching and support.

Behavioural DiSC Sales Profile
To enhance this workshop experience and for your own personal development we include a full Extended DISC Behavioural Assessment with a personal debrief from our DISC Master Trainer. This report identifies personality traits, natural strengths, motivators and areas for development specific to the sales role.

Workshop 1:
Sales Conversations
- Proven keys to sales success
- Sales call structure & planning
- Open & control the sales call
- Questioning skills

Workshop 2:
Creating Need
- Goal setting & KPI's to achieve more
- Active listening to uncover customer needs
- Advanced questioning to sell on value

Workshop 3:
Selling Solutions
- Benefit selling
- Learn how to add value to your solutions
- Objection prevention and handling

Workshop 4:
Selling To Customer Personality Types
- DISC personality types model
- Identify your own and customers DISC style & buying motives
- Tailor the sales call to your customer's style
- Closing the sale

Participants receive one-on-one coaching and active involvement in an optimal learning environment. Exercises post each workshop ensure application of the new skills on the job.

Workshop fee: **$1,900.00** +GST per person
(includes Learner Support plus the DISC Profiling valued at $500)