

Energize Your Sales Calls

Modular Learning

Program Description

Energize face-to-face meetings: connect with your prospects, quickly uncover power players and priorities, meet their needs and stay memorable. This series of Sales Power Tools are delivered in quick-hitting modules that include hands-on learning, instructor review of techniques, real time opportunities to put them into practice and immediate expert feedback. You'll leave these sessions armed for success!

Sales Power Tools include the following modules:

Wake up Call

- Break the ice and facilitation techniques
- Value-packed introductions
- Commanding the room
- Tips for personal energy and success

Last Call

- Target your sales story so the prospect wants you.
- The "leave-behind" trap
- Q & A Mastery
- Conclusions/close

Maximum participants: 8

Program module length: 1/2 day