

Open Seating Workshops

The following workshops are designed for the newly appointment salesperson with little or no experience. It provides a baseline of knowledge and selling behaviors that is applicable to most selling environments, including inside sales, business to consumer and business to business.

Interpersonal Skills for Sales Professionals

1-Day: 8:00 am – 4:00 pm

- Making a Positive First Impression
- Questioning and Active Listening
- Non-verbal and Body Language

High Impact Prospecting

1-Day – 8:00 am – 4:00 pm

- Qualifying Leads
- Targeting the Decision Maker
- Initiating Contact - Direct Mail
- Cold Calling - Setting a Phone Appointment

Value Selling Essentials

2-Days – 8:00 am – 4:00 pm

- Opening the Call
- Discovering needs
- Presenting Value
- Handling Objections
- Gaining Commitment