

Are you ready to close more deals?



These are the Sales Training Skills you need to build an unstoppable TEAM!

Close more deals & improve the performance of any Sales TEAM. The Art of Specialisation in Sales is designed to make you more effective and efficient as you pursue your sales goals. It's time to help your TEAM stand out from the crowd and attract customers



WHO?

All sales people!
Up to 20 delegates



DURATION?

2 hours online



COST?

R8 000 + VAT

WORKSHOP CONTENT

- Effective prospecting techniques
 - Turning your Prospects and Suspects
 - How to research your suspects
 - Hot to make contact
- Preparing the perfect pitch
- Refining your approach
- Powerful presentation hacks
- How to handle objections
 - The do's & don't to overcome objections
 - Identifying your unique selling points
 - The power of reassurance
- The Artful close
 - Understanding when it's time to close
 - Artful closing techniques
 - Closing phrases to Seal a Sales Deal in 2021

