

Helping People Buy

- Sales People Going from Good to Great



The sales team is busy....

Why aren't there more results?

Why aren't they finding new accounts?

Why are they so quick to discount price?

This is not a typical training class where 80% of the content is forgotten one week later. Our developmental coaching build skill and confidence that last.

Hiring a star salesperson is difficult. So why not develop one?

Topics Addressed:

- Why do people buy? What attracts interest?
- Building trust to learn what they want
- Overcoming communication and behavior challenges
- Winning in your head: Motivation, Accountability, and Goals
- Helping prospects find urgency
- Presenting benefits and win commitment

What's Included: nine class sessions, Text and Audio Chapters, Workbook, and Style/Attribute assessments

This class meets Tuesdays 5:30 to 7:15 June 20th to Aug. 22th
Connecticut GI Offices, Building #2, 3rd Floor
850 North Main St. Ext., Wallingford, CT. 06492