

the yes seminar

description	A half-day workshop packed with proven sales ideas. Used to introduce new people to sales or to refresh and re-motivate existing sales people to achieve increased success.
who should attend	<ul style="list-style-type: none">• Sales managers wishing to explore our concepts.• New sales people needing basic sales training.• Existing sales people needing to refresh their approach.
features	<p>Attitude – the Vital Ingredient</p> <ul style="list-style-type: none">• the value of positive thinking• 30 attributes of the star performer. <p>Getting In to Companies</p> <ul style="list-style-type: none">• cold calling• getting past the receptionist• qualifying prospects• making appointments with prospects. <p>Being a Professional and Controlling the Sale</p> <ul style="list-style-type: none">• seven things for the professional sales person to avoid• how to keep control• powerful questioning techniques. <p>Handling Objections and Closing the Deal</p> <ul style="list-style-type: none">• three stage objection handling technique• five powerful closes. <p>Special Feature - QUAPMAC</p> <p>One of the most powerful and effective sales and negotiation tools. Easy to use, it combines logic and emotion in perfect balance. A dynamic sales sequence that eliminates the competition. The company whose sales force uses QUAPMAC has an automatic edge on its competitors.</p>
format	Tutorial presentation of ideas and concepts with delegate participation encouraged to identify how the concepts can best be applied in the workplace to improve business results
benefits	<ul style="list-style-type: none">• Enhanced sales awareness for all delegates.• Many workable sales ideas to improve company results.• Improved individual attitudes and sales confidence.• Increased delegate motivation to act and succeed.

the yes seminar

For more details of our consultancy and training support

call us direct on 01235 770791

or fax us on 01235 766701

visit our web site at www.a-t.co.uk

Email us at training@a-t.co.uk