

# 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"><li>• Sales managers wishing to explore our concepts.</li><li>• New sales people needing basic sales training.</li><li>• Existing sales people needing to refresh their approach.</li></ul>
features	<p><b>Attitude – the Vital Ingredient</b></p> <ul style="list-style-type: none"><li>• the value of positive thinking</li><li>• 30 attributes of the star performer.</li></ul> <p><b>Getting In to Companies</b></p> <ul style="list-style-type: none"><li>• cold calling</li><li>• getting past the receptionist</li><li>• qualifying prospects</li><li>• making appointments with prospects.</li></ul> <p><b>Being a Professional and Controlling the Sale</b></p> <ul style="list-style-type: none"><li>• seven things for the professional sales person to avoid</li><li>• how to keep control</li><li>• powerful questioning techniques.</li></ul> <p><b>Handling Objections and Closing the Deal</b></p> <ul style="list-style-type: none"><li>• three stage objection handling technique</li><li>• five powerful closes.</li></ul> <p><b>Special Feature - QUAPMAC</b></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"><li>• Enhanced sales awareness for all delegates.</li><li>• Many workable sales ideas to improve company results.</li><li>• Improved individual attitudes and sales confidence.</li><li>• Increased delegate motivation to act and succeed.</li></ul>

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## For more details of our consultancy and training support

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