

9 STRATEGIES TO CLOSING MORE SALES IN 2018

There are several key reasons why prospects decide not to buy. Sales reps almost always know what they are, but they often don't know how to overcome them. This course will dissect the reasons why sales fall apart and help sales reps build better habits to improve their sales strategies. We focus on building stronger relationships with buyers, increasing their confidence in the seller, and forming trust in the company they represent.

1 Day Course | \$395 per person | 10% Discount for 2-5 attendees | \$3,495 for private session for up to 15 attendees

YOU'LL LEARN HOW TO:

- Overcome common sales roadblocks.
- Develop an effective sales approach.
- Create engaging discussions with prospects.
- Build better client relationships.

THE MAJOR ROADBLOCKS:

- Misreading opportunities.
- Disorganized pipelines.
- Wasted time and missed opportunities.
- Discouragement and guess-work.

COURSE OUTLINE

1. Overcoming the major reasons prospects say “no”

- ✓ Why prospects do not trust sales reps
- ✓ Building confidence and winning their trust
- ✓ The 8 reasons buyers say no to proposals
- ✓ Why sales reps should not propose too quickly

2. Improving your approach and professionalism

- ✓ The goal of relationship selling
- ✓ Becoming an advisory
- ✓ Being transparent and open
- ✓ Working from commitments

3. Having an effective sales process

- ✓ When and how to prospect
- ✓ Effective discovery meetings
- ✓ Drafting your proposals
- ✓ Closing more business

4. Your 20-second elevator speech & impact statement

- ✓ Understanding your products and services
- ✓ Knowing the needs that you can alleviate
- ✓ When and how to use your 20-second speech
- ✓ How to build effective impact statements

5. Making the right kind of calls and qualifying early

- ✓ Rules for effective meetings
- ✓ Organizing with notes and agendas
- ✓ Creating direction and accountability
- ✓ Staying as a unified team to implement



6. Having effective meetings and asking right questions

- ✓ Little things to do and stop doing in meetings
- ✓ When to listen and how long to speak
- ✓ Asking the right questions in the right order

7. Connecting with the prospect

- ✓ What it means to “listen” to staff
- ✓ Strategies on how to effectively listen
- ✓ Training staff how to communicate effectively
- ✓ Driving from bottom-up with Idea Generators

8. Getting yourself organized and focused

- ✓ Creating an effective on-boarding process
- ✓ Finding and recruiting Ideal Team Players
- ✓ How to on-board and train effectively
- ✓ Making first 90-Days great and long-lasting

9. Working from your sales report and pipeline

- ✓ Using your CRM to your advantage
- ✓ Becoming transparent and realistic
- ✓ Using your sales report to close more sales

TO REGISTER

To see dates available and register on-line: [click here](#)

Email: info@teamrealworld.com

Call: 225-772-4357

Available with state funds from SBET & IWTP. Ask for details.