

Selling in the 21st Century

Aim of the Workshop

The new marketplace is about choice, about informed clients and prospects, and about people who intuitively feel good about you, feel you are coming from a place of really wanting to build a relationship with them, not just closing a deal. You may ask, "Why should I care about this?" You will not only make more money, because this is the new marketplace. Whether you like it or not and the new marketplace requires new skills, and it requires new thinking--. The upside is that you will make more money, and you'll feel better about it while developing deep relationships with your clients, and gaining more repeat business, and more fulfilling business for you. You'll be more successful, and frankly, you'll be happier.

Workshop objectives

At the end of this workshop those attending will be able to:

- Explain what is meant by 21st century sales
- Explain what is meant by having the correct mindset
- Set goals and organize time effectively
- Create an identity to aid prospecting
- Explain permission based selling

Workshop Content

- What do we mean by 21st century selling
- How to create your identity
- Developing the correct mindset
- Setting goals
- Building rapport and excellence in communication
- Permission based selling
- Values based selling
- Gaining commitment
- Creating a vision for your client
- Creating referrals

Who should attend

This workshop is suitable for anybody who wants to understand more about how the field of sales is changing and would like to acquire a new set of skills applicable to 21st century selling.

Workshop duration

This workshop is of 1-days duration

Workshop fee

£147 per person includes course manual

For more information contact us at info@the-complete-training-company.co.uk