



Selling to Win – Online & Onscreen

OBJECTIVE

To increase sales revenue, either by winning new customers or increasing the average transaction value, while building long term relationships and getting repeat orders when working remotely or WFH

OR

To provide a common-sense, business-like approach to selling and winning business while developing the confidence and the skills to sell successfully and professionally when working remotely or WFH



Sales people are having to work remotely or WFH using flexible and agile working patterns which look to become the new normal. Do your sales skills match the new situation?

THIS 90 MINUTE COURSE INCLUDES:

- Defining a sales strategy for 2020 *and maybe 2021*
- Defining the skills and behaviours of professional sales people during testing times
- Thought processes - how they help and/or hinder you as a salesperson
- Converting the challenges of selling remotely or WFH to benefits
- Matching customer requirements with solution benefits
- Closing the sale effectively
- Handling objections
- Using a range of tools and techniques to develop your sales skills
- Achieving improved outcomes for you and your business

Who should attend?

This course is suitable for anyone who has the responsibility of selling, either to new or existing accounts, sales people, account managers, business development executives and is also a useful refresher for seasoned sales personnel.

This is a practical and interactive webinar, led by an expert in communication. Come prepared not just to listen, but question, contribute and learn. There will also be the opportunity to consider how to develop your own skills further through individual coaching.

The results?

- Increased profitable business.
- Improved sales skills and confidence, especially when confined to a computer screen.

JULY SCHEDULE:

July 16th & 29th 11.30am – 1pm

Special 2for1 offer - Sign up for any one course and choose another free or enrol two delegates for any one course and just pay for one.

The standard cost is £155 plus VAT per delegate, with 20% discount if two or more delegates come from the same business.



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ADDED VALUE

In addition to the webinar each delegate will receive a copy of **Richard Denny's** book '**Fast Track to Successful Selling**', a copy of **Wise Words**, free access to his Skill Sharpener Coaching Video '**Successful Selling**', plus a 30% discount voucher on product and a £70 voucher for use on a further face-to-face training course, plus registration to receive **Richard's 'Thought for the Day'**.

To enrol email Judith Harker at judith@denny.co.uk or call +44 (0) 1608 653865