

INCREASE YOUR BUSINESS AT WORKSHOP 2

"CREATING CLIENTS FROM APPOINTMENTS"

A Business Coach will take you through a full day on the main skills and techniques of **GAINING SALES FROM INTRODUCTORY APPOINTMENTS**, including the vital areas of:

- ◆ **preparing for a successful visit**
- ◆ **organising your unique selling points**
- ◆ **tactics for the visit**
- ◆ **question techniques**
- ◆ **probing and fact-finding**
- ◆ **overcoming objections**
- ◆ **closing to gain the business**

This Workshop is intended to help those companies and individuals who want to

- ◆ **construct successful strategies for increasing sales**
- ◆ **develop the skills of probing and fact-finding during a visit**
- ◆ **increase the competence and confidence of their sales staff.**

Now, in the second Workshop of the series you will be shown the simple steps to convert appointments into sales. How to organise the visit, prepare your presentation, probe and assess for maximum potential and, finally, - close the sale to gain the business!

This Workshop will show you how to take control of new business appointments and bring new sales to your company. The message is simple and very effective:

"You can develop a winning strategy that presents your company in the best light and attracts new clients to your business"

Join us for the Workshop and use the best training possible in this vital field to increase your business.



What do you want to achieve today?

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