

## Essentials Of Selling

All courses can be virtual or face to face

### Sample Content Includes:

- Business Awareness
- Profiling Clients
- Lead Generation
- Pipeline Building
- Professional Telephone Skills & Appointment Booking & Qualifying
- Appointment Preparation & Planning
- Selling to Different Personality Styles
- Building Rapport
- Identifying Needs (Questioning / Listening / Sales Funnel)
- Presenting Bespoke Solutions
- Handling Objections
- Closing the Sale
- Negotiation Skills
- After Sales Activities



Contact us for a full course outline.