

Intensive  
afternoon training  
seminars

**Milton Keynes**

Wednesday  
10 September

**Reading**

Thursday  
11 September

**Leeds**

Wednesday  
17 September

**Nottingham**

Thursday  
18 September

**Bristol**

Wednesday  
24 September

**Birmingham**

Thursday  
25 September

**Maidstone**

Tuesday  
30 September

Packed with useful  
information

£129 per delegate

*Discounts for multiple  
bookings*

To book

Call 02380 840376

## Telesales & Selling Skills

### Afternoon Seminars

**13.00 until 16.00 (Registration 12.45)**

#### Seminar Overview

We examine the issues that sales people face when trying to win new business and explain how to overcome every single one. The results are amazing!

- ✓ Call planning, call structure and sales time management
- ✓ How to improve your selling confidence
- ✓ How to structure a successful call from beginning to end
- ✓ The professional way to get past receptionists and through to decision makers
- ✓ Questions that get you all the information you need to win new business
- ✓ How to build rapport with difficult decision makers
- ✓ How to handle all objections with up-to-date answers
- ✓ How to adapt to different responses and deal with awkward issues
- ✓ How and when to ask for the business
- ✓ Closing and negotiating preferred supplier status

#### Results

Every delegate will be able to get past receptionists, through to decision makers and deal with obstacles, issues and objections in a far more professional way with answers that are significantly better and refreshingly different.

Sales people who have attended this course have reported significant improvement in all areas of the sales process. They leave with a better insight into how to overcome their weaknesses and improve their selling skills. They also leave with far more confidence and are able to approach prospecting with renewed enthusiasm.

New prospects will be much easier to negotiate with and closing the sale will become automatic.

Call 02380 840376 for more information about this seminar, our Crash Course in Management seminar or for in-company training.

#### **Sales Solutions & Training**

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