

TMY-SS38: Motivation of a Champion -Sales Training Program

Course Code: TMY-SS38

Duration: 2 days

Instructor-led Training (ILT) | Virtual Instructor-led Training (VILT)

OVERVIEW

“The best salesman in the world is someone who can sale you his dream and than seat back and let others make it come true for him” -

Darren Suresh

- What does it take to sell these days?
- Are you the next best thing in sales?
- What makes a person a good salesman or a great one?
- Do you want to inspire greatness or just get the job done?

If you are looking for an answer to any of the above questions, then you are in the right place. This course offers the solutions in learning the ropes on how to become an effective sales professional in your industry. The course will provide insight into the skills, competencies and action plans needed to become the best that you can.

SKILLS COVERED

- The Communication of a sales guru
- Communication of a champion
- Building rapport and relations
- Self motivation
- Knowing what is important for the role
- Key Account Management

WHO SHOULD ATTEND?

Anyone who needs to handle SALES more towards face to face retail selling

PREREQUISITES

There are no prerequisites required to attend this course.

MODULES

Module 1: Winning people in sales

We explore using NLP methods in winning people over. Here we will experience how knowing people’s sensory acuity will help a good sales professional become a great one. Rapport is the key in building relationship and relationship is KING in sales.

- The Sensory acuity of a sales champion
- Building rapport and relations
- Communicate to win hearts not pockets

Module 2: Planning the Move

Questioning skills using coaching models will add value in getting the right answers and play a great part in including decision making of the clients.

- Using NLP coaching skills in managing students / staff / parents
- Decision making methods
- Questioning skills for champs

Module 3: The 21st century clients

Times have changed and people have now moved into the experience economy. With this the methods and approach in the new century is different. Required skills like knowing the clients preferred buyer's intuitive responses. A sales guru will also know how to profile clients and using this to their advantage.

- VAKAD of students / staff / parents
- DiSC profiling for better results
- Values Elicitation for impact

Module 4: Negotiation Techniques & The art of convincing

Getting what we want in life is balance of good judgement and excellent negotiation skills. Sales guru's will need to have the best nego skills to balance out a win-win situation for all. Using NLP methods like the Milton language methods and anchoring to obtain positive results in achieving sales KPI's.

- Milton language methods for better negotiations
- Motivation methods for Visualization
- Anchoring for results

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