



Telephone Sales Skills

There has never been a better time than now to be proactive and go looking for business rather than waiting for it to come to us. Many business people I meet have fantastic products and services to offer but either don't have the skills, the confidence or perhaps the motivation to pick up the phone and make those important outbound calls to generate new leads and sales.

This one day workshop could be just what you and/or your business needs right now. If you think this workshop may be relevant to other people you know, please forward the email on.

Course Content:

- Targeting your market
- Telephone sales call structure
- Opening the door - What to say and how to say it
- Asking open questions - to understand customer need
- Listening for the answers - Active Listening!
- Objection handling
- Cross selling and up selling
- Closing the sale – asking for the business

Cost: £99.00 per person (places limited)

How to book: Complete and return booking form

Lunch & Refreshments Included!

Just a few questions left to ask you....(to close the deal!!!)

When will you return the booking form to confirm your place on this course?

How would you like to pay?