

“Seal the Deal Sales Workshop”

Selling in Hard Economic times just got easier!



- Are you consistently giving good presentations, and not closing the sale?
- Are you tired of less than impressive sale performance despite so much effort?

Well our value – added selling skills workshop is designed to Help You Make Powerful Sales Presentations, and Get to **“YES”** Faster than Ever Before.

It's no secret that in a typical sales encounter, **80% of prospects will say, "No"** to your sales offer. During tough economic times, this can be even higher!

Roll up your sleeves and let's work on that the fear that gripes most sales people- the fear of **closing a sale!**

Who Will Benefit From The Course?

- ❖ Sales managers
- ❖ Field sales people
- ❖ Client relationship managers
- ❖ Account managers
- ❖ Business development managers



What will you learn from the workshop?

- Preparations (planning/research/approach).
- Introduction (Opening/the approach/establish initial credibility).
- How to deliver a powerful presentation
- Today's buyer's mindset.
- Communication skills that portray you as a winner
- Why and when buyers actually make decisions to buy
- Stopping objections ahead of time.
- Building rapport and relationship.
- Gain commitment with ease.
- What your buyer wants you to do after the sale.
- Getting referrals without necessarily asking.
- And much more!

KSHS. 28,600
V.A.T Excl.

Where: Nairobi Safari Club
When: 24th to 25th May 2012, 8.30am to 5pm

Seminar Fees Cover Stationery, Learning Materials, Tea and Lunch.

For further information contact:

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