

# Advanced NLP Sales Skills

Inspiring others to achieve great things.

## Course Overview

If you're responsible for managing and/or developing a sales force then this is one of the most advanced training packages of its type.

If you receive a call from those above and the pressure is on to get you and your team performing where do you start? How do you motivate everyone to sell? How do you train to increase the skill and productivity of your team? How do you gain their respect and continued loyalty?

This course is designed to provide you with the sales skills and techniques that will enable you to lead from the front, to outperform your team and, as a result, achieve and even exceed the targets that you have been set.

During this course delegates will be taught advanced, proven communication skills enabling them to:

- ✓ Learn what sales approaches won't and don't work
- ✓ Learn and discuss the perfect buyer's mindset

- ✓ Learn how to gain confidence and rapport within minutes
- ✓ Learn specific communication skills that will improve the chances of closing the deal
- ✓ Learn how listening can be better than selling
- ✓ Learn how to notice when a buyer is ready to make a decision
- ✓ Learn what goes on in the minds of your buyer using NLP Skills
- ✓ Learn the beliefs, skills and behaviours that create leading sales people
- ✓ Learn how to stop objections before they occur and when to use the secret
- ✓ Learn how to gain commitment with a simple NLP linguistic pattern
- ✓ Learn how selling is not selling
- ✓ Learn what your buyer wants to buy after the sale

This Course is ideally suited to Sales Directors, Sales Managers, Sales Team Leaders, Call Centre Senior Team Leaders and Sales Development Teams.



100% Government Funded \*

*"Effective and Informative, i enjoyed the interaction during the seminar where everyone got the chance to say"*

J.Maharaj, Copper Beaches Nursing Home (Business Event)

*"Fun, Energetic & Interactive"*

A.Stones, American Amusements (Event Feedback)

*"Relaxing, friendly with plenty of participation"*

A.Taulke-Johnson, Lighting Electrical (Business Event Feedback)

*"You were great thanks for all your help, will definitely use you again!"*

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