

Q: ARE YOU MAKING AS MANY SALES AS YOU COULD BE?

Everyone in your business that interacts with customers is a sales person – even if that's not their job title. The problem is, few people are naturally gifted at sales...

Good news: sales skills can be learnt – and refined!

Whether you're a sales professional looking at learning some new techniques, or you're needing to learn sales skills from scratch, these high-impact, short-burst sales training courses are for you.

Come by yourself – send your staff – or make it a team event!

The workshops are highly-interactive, with role-playing activities included. You'll also get personalised feedback from your sales trainer. That way you can put your new skills into practice straight away, so you can implement with confidence at your next sales opportunity!

A: Short Burst Seminars

6x intensive 90 minute workshops

DINANMITE Short Burst Workshops are designed specifically to get results for the retail industry.

SIX Monday morning workshops just \$870 +GST per person OR pay only \$570 +GST p/p Early Bird Discount!
Includes work books and refreshments.

Add extra team members for \$435 +GST p/p (\$270 +GST p/p Early Bird Discount).

COURSE DETAILS OVERLEAF



Jason Dinan

Short Burst Seminars

6x intensive 90 minute workshops



session 1: introduction

- Course overview
- Mapping out your own sales process
- Analyzing for strengths and weaknesses
- Presenting and explaining your process

PER PERSON
PER COURSE

session 2: sales preparation / reaching decision makers

- How to research leads
- How to use traditional resources, web research tools
- Belief set psychology: self, brand, products, process
- How to reach decision makers & develop a process that really works

session 3: pitching & qualifying

- Preparation and script / pitch building
- Questioning techniques / listening techniques
- The importance of qualifying
- Developing and integrating qualifying into the sales process

session 4: overcoming objections & closing

- Developing techniques and fitting them into the process
- Learn how to isolate and clarify through your questioning techniques
- What are the different closing techniques?
- Developing and integrating several closing techniques into the sales process

session 5: key performance indicators (KPI's)

- What are they & how do we use them?
- How to identify the tools for measuring the important drivers in your sales process
- Tailor making your own KPIs for people and process
- Q & A

session 6: forecasting

- What is forecasting and why is it a critical tool to have in your sales kit?
- How to use your sales data to save you time and make more money
- Create a working sales forecasting model, so you can predict future sales - accurately
- Q & A / Course wrap up

ASK US FOR THE NEXT COURSE DATE

COURSE RUNS OVER 6 CONSECUTIVE **FRIDAYS** FROM 830 – 10am

ASK US ABOUT THE VENUE!

Work books and refreshments included