



HOW TO SELL ...ANYTHING

HIGH PERFORMANCE TRAINING DAY

What you will learn

The latest and most effective techniques in the following;

- History of sales & sales people stereotypes
- Understanding the basics of the sales process
- Fast track confidence in your ability to sell & build rapport
- Master the relationship based selling technique
- Building a strong value proposition
- Define the features, advantage and benefits of your products & services
- Writing a sales pitch
- Prospecting new clients/customers/patients
- The in/out-bound phone dialogue
- Mastering the business meeting
- Building your proposal, tender, sales offering, or solution
- Owning the room when presenting your solution
- The only closing technique that works every time
- Following up & database management
- Growing your current clients into big investors
- Effective account managing
- The skill to great networking
- Effective use of social media & LinkedIn
- Effective time management

When Please contact Richard to book in person

Where Your office or suitable location

Time One full day

Investment \$4,999 (plus GST) which includes all training material, notes and follow up activities.

Contact Richard Mills

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"The only person better than you, is the person
you've yet to become"