

THE FIVE STAGES OF SALES SKILLS DEVELOPMENT

Enhance your performance and evolve through each of the five stages

STAGE 1



SALES ESSENTIALS

1 DAY

- Sales 101
- Be a confident sales person
- The fundamentals of sales**
 - › Communication
 - › Questions
 - › Phone techniques
 - › Commercial conversations
 - › Building relationships
 - › Energy
 - › Mindset
 - › Listening
 - › Be the trusted advisor
 - › Engaging customers

STAGE 2



SALES ACCELERATOR

2 DAYS

- 7 key areas of sales: how to find, create and convert each sale
- Rapidly enhance performance
- Sophisticated selling techniques
- Be confident and ahead of the game**
 - › Mindset
 - › Professionalism
 - › Observing/Adapting
 - › Exploration
 - › Questions
 - › Aligning
 - › Objections
 - › Negotiation
 - › Business Development
 - › Presenting
 - › Account Management
 - › Managing Clients' Expectations
 - › Listen better, achieve more

STAGE 3



Course 1: BUSINESS DEVELOPMENT

2 DAYS

- Essential for success, understand all elements of how to grow your business FAST
- Business growth**
 - › Plan, prepare and execute
 - › Taking action!
 - › Acquiring leads
 - › Target clients
 - › Creating opportunities
 - › Cold calling
 - › Approaches
 - › Relevance
 - › Timing
 - › Your message
 - › Converting techniques
 - › Mindset
 - › Reframes
 - › Follow up



Course 2: PRESENTING

2 DAYS

- Confidence in all areas of the presenting process
- Persuasive presentation skills**
 - › Plan and prepare
 - › Structure
 - › Audience
 - › Communication
 - › Materials
 - › The Message
 - › Influencing
 - › Results
 - › Body language
 - › Styles
 - › Energy
 - › Anchoring
 - › 4 Mat System
 - › Modelling
 - › Satir Categories
 - › Confidence
 - › Follow up



Course 3: NEGOTIATION

2 DAYS

- Negotiation tactics that get you the best deal
- Be armed with advanced skills and the right mindset**
 - › Preparation
 - › Mindset
 - › Styles
 - › Tactics
 - › Align
 - › Techniques
 - › Understanding personality types
 - › Persuasion
 - › Influence
 - › Buyer position
 - › Value proposition
 - › Reframes
 - › Build Trust
 - › Hierarchy
 - › BATNA
 - › Timing
 - › Anticipating their moves

STAGE 4



SALES MASTERY

2 DAYS

- NLP Techniques
- How the top 0.00001% of sales people think, behave and communicate
- Become the most successful salesperson you know
- Advanced selling techniques**
 - › Rapport
 - › Mindset
 - › Communication
 - › Eye patterns
 - › Strategies
 - Buying
 - Motivating
 - Convincing
 - › Meta programs
 - › Values
 - › Awareness
 - › State of Excellence
 - › Goal setting

STAGE 5



LEADERSHIP

1 DAY

- Lead and manage your team to excellence
- Driving team performance**
 - › Motivating team
 - › Empowering and inspiring others
 - › Mindset
 - › Territory
 - › Teamwork
 - › Key Performance Indicators (KPIs)
 - › Understanding personality types
 - › Smart Goals
 - › Meetings
 - › Learning styles
 - › Delegating
 - › Values
 - › Meta programs
 - › Coaching
 - › Recruitment
 - › Modelling
 - › Reframing