

Sales Strategy Index 12 Training CD Series

First Impressions:

1. Engaging Customers
2. Projecting Rapport
3. Courteous & Polite
4. Relating with other
5. Evaluating others
6. Taking the initiative in Meeting Others Prospecting

Prospecting & Qualifying

1. Cold Call Skills
2. Time & Territory Management Skills
3. Telephone Skills
4. Self-Starting Capacity
5. Handling Rejection
6. Persistence

Qualifying & Probing

1. Qualifying Buyers
 2. Questioning Strength
 3. Accurate Listening
 4. Understanding Others
 5. Patience
 6. Maintaining Goal Focus Demonstration
1. Given an Effective Presentation
 2. Persuading Other
 3. Balanced Communication
 4. Concrete Organization
 5. Personal Flexibility
 6. Using Common Sense

Influence

1. Solving Sales Problems
2. Identifying Buying Signals
3. Maintaining Trust
4. Emotional Connection
5. Correct Uses of Resources
6. Problems Resolution

Closing

1. Dealing with Objective
2. Closing the Sales
3. Identifying Objectives
4. Courage
5. Self-Control
6. Being Results-Oriented