



INFUZED
Empowering Business

INSALES Training - Integrity Selling Series

How to sell without selling your soul - Module 1. SELLING OVERNIGHT

Learn how to SELL overnight – introduction to the INSALES Training programme of how to ENGAGE, ENTICE & ENCOURAGE customers to buy from you and learn this overnight.

Topics included:

- Understand the basic aspects of how to **engage** others by being yourself
- Using effective communication to **entice** your clients into what you offer
- Learn how a positive attitude has a direct effect on your results
- Why **encouraging** your customers to buy from you is more effective than tricking them into buying
- The four key personality styles and why it is important to understand them
- Purpose of a sales process and why it is important when selling
- An opportunity to practice what you have learned

Learning outcomes:

- You will learn the basic techniques that will help you to engage, entice & encourage your prospective clients to buy from you
- You will be able to improve your selling skills quickly
- You will learn how to be yourself in the selling process and how valuable that is when approaching new or prospective clients
- You will learn the basics about the four key personality styles and how this can help you in your selling role.
- Develop the confidence to start selling with better impact tomorrow

Who should attend:

This module is designed for small business owners, managers and/or salespeople who want to learn the basic techniques in learning how to sell to your prospective clients/audience.

Course Duration & Time

Half

Time: 9am to 12.30pm