



INFUZED
Empowering Business

INSales Training - Integrity Selling Series

How to sell without selling your soul - Module 3. ENTICE

This ENTICE module is about learning how to present your offer effectively to help you achieve the sales results you need.

Topics included:

- An in depth look at how to entice ENTICE and grab their attention
- How technology advancements have affected the way we sell today
- The best ways to impress your customers without appearing 'cheesy' or 'fake'
- The BEST ways to use various forms of communications to ENTICE your audience

Learning outcomes:

- You will learn ways to win others trust by being yourself
- You will learn how to ENTICE your clients into the next stage of commitment in your sales process.
- How to present your offer so that has a big impact on your clients
- How to activate your listening skills to enhance your business relationship
- How to communicate your 'unique selling point' effectively to entice your potential client further
- How to mirror naturally and when to use enthusiasm & energy and when not to
- How to connect your 'product knowledge' to your selling skills to entice your customer

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. This module would also be useful to those who want to present to groups of 2 or more people.

Course Duration & Time

Half

Time: 9am to 12.30pm