



INFUZED
Empowering Business

INSALES Training - Integrity Selling Series

How to sell without selling your soul - Module 4. ENCOURAGE

This ENCOURAGE module is NOT about selling as we know it but about learning the BEST approach to closing a sale.

Topics included:

- Manipulation versus genuine selling and the long term impact
- Benefits of genuine selling and ways you can show your intent
- Overcoming real objections/obstacles
- How the ENCOURAGE approach is beneficial to your sales
- Closing the sale effectively

Learning outcomes:

- How to prepare your client to buy from you
- The best ways to ENCOURAGE your client to buy from you or commit to the next stage in your sales process.
- Identifying buying signals and translating what they mean
- Moving a conversation from becoming stagnant
- How to CLOSE quickly when the opportunity presents itself
- Knowing when to DITCH the PITCH

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