



INFUZED
Empowering Business

INSALES Training - Integrity Selling Series

How to sell without selling your soul-Module 5. MANAGING SALES OVERWHELM

Dealing with the UPS & DOWNS of selling and how to manage your time, clients, managers and business dynamics.

Topics included:

- Managing leads/prospects/clients and how to prioritize your workload to get the best sales results.
- Identifying the feeling of 'overwhelm' and what strategies to use to overcome.
- Managing your time effectively to maximize your results.
- Working with various "attitudes" in your business and how to shift to a more positive position.
- Strategies to overcome the feeling of failure.
- Dealing with your own ego & emotions that affect your work.
- How to WIN others TRUST after a difficult situation – the best approach.

Learning outcomes:

- How to create a more positive work/sales environment that improves results.
- The most effective way to continue to fill your sales funnel and close deals.
- Identifying positive prospects over time-wasters and how to move leads forward.
- How to balance sales/priorities and know which is most important.
- How to pick yourself up and move forward after a setback.
- How to identify your strengths and affirm your abilities on a daily basis.
- Self-assessment strategies to help you improve sales.
- How to celebrate your successes without increasing or over inflating your ego.

Who should attend:

This module is designed for small business owners, managers and/or salespeople to help equip you with the right tools and empowerment to succeed in a busy sales environment.

Course Duration & Time

Half

Time: 9am to 12.30pm