



INFUZED
Empowering Business

INSALES ADVANCE - Selling Series

How to SELL with IMPACT: The MUST HAVE SALES TOOLS

This module is about advancing your selling skills by developing & using the best sales tools for success in your role.

Topics included:

- The TOP 7 MUST HAVE SALES TOOLS for effective results
- Immediate improvements you can make to your value proposition
- An in depth look at your sales process & how to make improvements for success
- Understanding why your sales funnel is no longer working and how to fix it
- How to dramatically increase your lead generation by using social media and online tools
- How to **extract** key information from prospects and clients to entice further commitment
- Understand the x3 key learning styles and how to communicate effectively to each one.

Learning outcomes:

You will learn how to effectively...

- Use the Top 7 MUST HAVE SALES TOOLS
- Entice prospective clients/connections through delivering an effective value proposition.
- Improve your sales process to get better sales results.
- Develop & use your sales funnel to increase your success.
- Identify and improve your current sales tools to get them working better for you.
- Use online tools to increase your lead & sales opportunities.
- Ask the right questions to assist you to progress your prospects/clients further.
- Use what you know about learning styles to help you achieve better sales results

Who should attend:

This module is designed for small business owners, managers and/or key salespeople who want to advance their selling skills.

Course Duration & Time

Half

Time: 9am to 12.30pm