

Applying the Selling & Buying Cycle to Enhance the Sales Process: 1 / 2 day workshop

Suggested pre-requisite: The Anatomy of a Sale



. . . NO Glasses Needed!

Our half day training further engages your group and customizes useful tools to increase your sales and insure repeat business and great customer service. The process is broken down into phases taken prior to, during, and after the sale and demonstrated how to apply it in your industry's "real world" situations. You will walk away with a model the entire team can use to enhance the sales process.

- Examine and understand in depth the phases the buyer moves through during a sales transaction
- Recognize and gain knowledge of the phases that can occur AFTER a sale is closed to further secure and enhance future business
- Define “phase 6” and what it means to the close of a sale and your bottom line
- Interactive break out sessions that focus on your personal selling situations and issues that are inhibiting your profits

Designed and presented by:

Martin Brossman & Tim Dumas, UPSA RTP Chapter

Martin Brossman

Success Coach / Trainer

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www.CoachingSupport.com

919.847.4757

Martin@CoachingSupport.com

Tim Dumas

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www.timdumas.com

919.325.3888

tdumas@nc.rr.com

