

$$\begin{array}{c} 1 \text{ Year} \\ = \\ 365 \text{ Opportunities} \end{array}$$

## "Advanced selling skills - getting better every sale"

As sales people we are always learning....clients change...the manner of selling changes and how we approach our day changes. Looking at how we improve on a daily basis is key to getting even better at sales. This course is aimed at sales people who are already in sales and may be doing well but want to do even better. It will focus on more detailed aspects of the sales process but also those that are specific to your situation. The content will vary dependent upon your situation and can cover...

1. Maximising current sales
2. Time management
3. Working your Ratios even better
4. How selling is changing & how we can change with it
5. New selling techniques