



# Selling Professionally

## For the committed salesperson

Professional selling is the most rewarding profession in the world. In fact, it is the oldest profession known to mankind. The Lady of the Night had to sell her service first.

Professional Salespeople have many polished skills which they've honed over the years. It's these skills that I've examined, modelled and included in my selling modules. I can honestly say that the following modules include just about all the skills that outstanding salespeople excel in.

Regard these modules as building blocks. Although they can be run alone, they can be built into a comprehensive program for your salespeople.



*"Good pace - good interaction from  
Trainer - very very enjoyable"*

- Goal setting
- Activating your listening skills
- Analysing client behaviour
- Building client rapport
- Generating professional introductions
- Handling objections
- Making more time for sales
- Mastering the art of communication
- Motivating yourself
- Negotiating effectively
- Refining your questioning skills
- Prospecting on the phone
- Understanding body language

Each module can last between half a day and two days should you really want to explore the topic fully. Alternatively, we can create a comprehensive selling workshop for your sales team. Flexibility is the key

**Increase your sales  
results - phone now for  
a free consultation**

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