

Selling with NLP

**For the busy sales
professional**



Neuro Linguistic Programming (NLP) is probably the greatest advance that man kind has made in the field of communication. Selling is all about communication and building lasting relationships with clients.

This programme applies the art and science of NLP to the selling process and brings with it revolutionary and trusted methods to increase salespeople's results. Simply, if the methods are practised and applied, increased results are guaranteed.

“Good pace - good interaction from Trainer - very very enjoyable”

- Well forming your goals and outcomes
- Taking control of your motivation
- Harnessing the power of your beliefs
- Communication - the core to selling
- Rapport - the foundation for relationships
- Matching how your client buys
- The Power of the Right Question
- Turning Resistance Around
- Selling with Metaphors
- Creating Lateral Solutions for Clients' Needs
- Really Understanding Your Clients Needs

- Master Practitioner Trained Trainer
- Active delegate involvement
- Immediate application to your work
- All equipment provided at no extra cost.
- It's NLP but really a sales course

“I would definitely like to use Paul Archer again for my sales people - he really understands us”

The workshop is on the shelf, ready to run and will work with any sales audience and at any location in any industry. You can have the whole workshop which will take three days or components - you choose - whatever your choice this training brings lasting results to your sales professionals enabling them to sell more - isn't that what training is about.

**Book your motivational
event now as a reward
for top performance**

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