

SALES NINJA: SALES MASTERY PROGRAM

NIN-S

Duration: 3 days; Instructor-led | Virtual Instructor-led

OVERVIEW

This is a dynamic and transformative 3-Day program that ignites breakthroughs and propels participants towards extraordinary achievements. We believe that true growth comes from challenging the status quo and pushing beyond perceived limitations.

OBJECTIVES

- Recall effective communication techniques to improve their sales, and congruency in their sales messages.
- Analyse effective communication techniques to improve their sales messages.
- Apply the six-step path to agreement to close sales.

PREREQUISITES

- Participants with some sales experience, eager to achieve breakthrough results.

AUDIENCE

Sales Ninjas determined to elevate their performance and achieve outstanding results, committed to continuous improvement.

COURSE CONTENTS

Module 1: Professional Salespeople Are Effective Communicators

- This session teaches how professional salespeople communicate effectively by using three different levels.

Module 2: The Professional Salesperson's Messages Are Congruent

- In this session, the focus is on ensuring the professional salesperson's messages are congruent on three different levels.

Module 3: The Professional Salesperson Is An Effective Idea Person

- This session covers six steps to becoming an effective salesperson.

Module 4: The Law Of Success: Self-Confidence Success Formula

- The final session teaches the law of success and the importance of self-confidence in salesmanship.



Delivered by Proctor Gallagher Institute (PGI) Certified Consultant