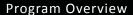


Consultative Selling and Call Strategies

A skill development program focused on improving sales success through Consultative Selling and Call Strategies.



The impression you make during the first contact or first meeting is the key to building a rewarding and lasting business relationship with a client. This program covers the essential elements of planning for and building lasting business relationships. This workshop includes:

- Planning the first contact,
- Executing the first meeting,
- Identifying the clients critical needs,
- Strategizing the overall account management process.

Program participants will also explore how to overcome the most common sales objections that salespeople face daily.

For more information visit:

w w w . g a s k i . c o m / p e r f o r m

or call: (905) 752-0366

Seating is limited - register early.



This workshop is part of the **Sales Boot Camp program** of 4 professional sales modules. It is based on the Professional Sales Certificate Program at Seneca College, FCET.

Main Topics

- Building first contact and meeting strategies,
- Creating powerful messages to differentiate your value proposition,
- Handling objections,
- Using account management strategies,
- Following the consultative sales cycle.

Learning Outcomes

- Plan and manage accounts through the entire sales cycle,
- Build long-term client relationships,
- Build effective sales calls that target client needs,
- Minimize the impact of competitive sales people,
- Minimize the impact of client objections.

This workshop qualifies for

continuing education credits/hours or professional development units/hours.

For more details visit www.gaski.com.



