

# PROVEN RESULT DRIVEN SELLING SKILLS USING NLP

## OVERVIEW



A two-day workshop aiming to sharpen the selling, convincing and influencing skills of all sales or non-sales executives by applying the proven tools of Neuro Linguistic Programming. This workshop focuses on redefining your roles, selling yourself and the products and services you provide to your external or internal clients (your colleagues or your bosses).

## OBJECTIVES

This workshop aims to:

- Show why you are your company's salesperson too!
- Develop your selling skills and knowledge
- Enable you to create rapport easily in order to enable you to influence and convince others
- Arm you with skills to handle an enquiry effectively without sounding interrogative

## WHO SHOULD ATTEND

All sales or non-sales executives who work in any department other than sales, and wish to significantly enhance their selling, convincing and influencing skills in order to be more effective at work or in life.

## WORKSHOP OUTLINE

- Brief introduction of NLP
- You lead with your state
- The successful communication in selling
- Building rapport
- Deep probing & questioning techniques
- Selling presentation model
- Handling objections
- Closing the sales

**If you have any enquiries, please contact**

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