

PROVEN RESULT DRIVEN SELLING SKILLS USING NEURO LINGUISTIC PROGRAMMING

SEGMENT – SALES & MARKETING



Module 1: Brief Introduction of NLP

Module 2: You Lead with Your State

Module 3: The Successful Communication in Selling

Module 4: Building Rapport

Module 5: Deep Probing and Questioning Techniques

Module 6: Selling Presentation Model

Module 7: Handling Objections

Module 8: Closing the Sales

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).

Get In Touch!

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Objectives

- 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
- prepares you for selling by design, not by chance
- empowers you to be more creative and effective at working with people