

Modules:-

Module 1: Brief Introduction of NLP

Module 2: You lead with your state

Module 3: The Successful Communication in Selling

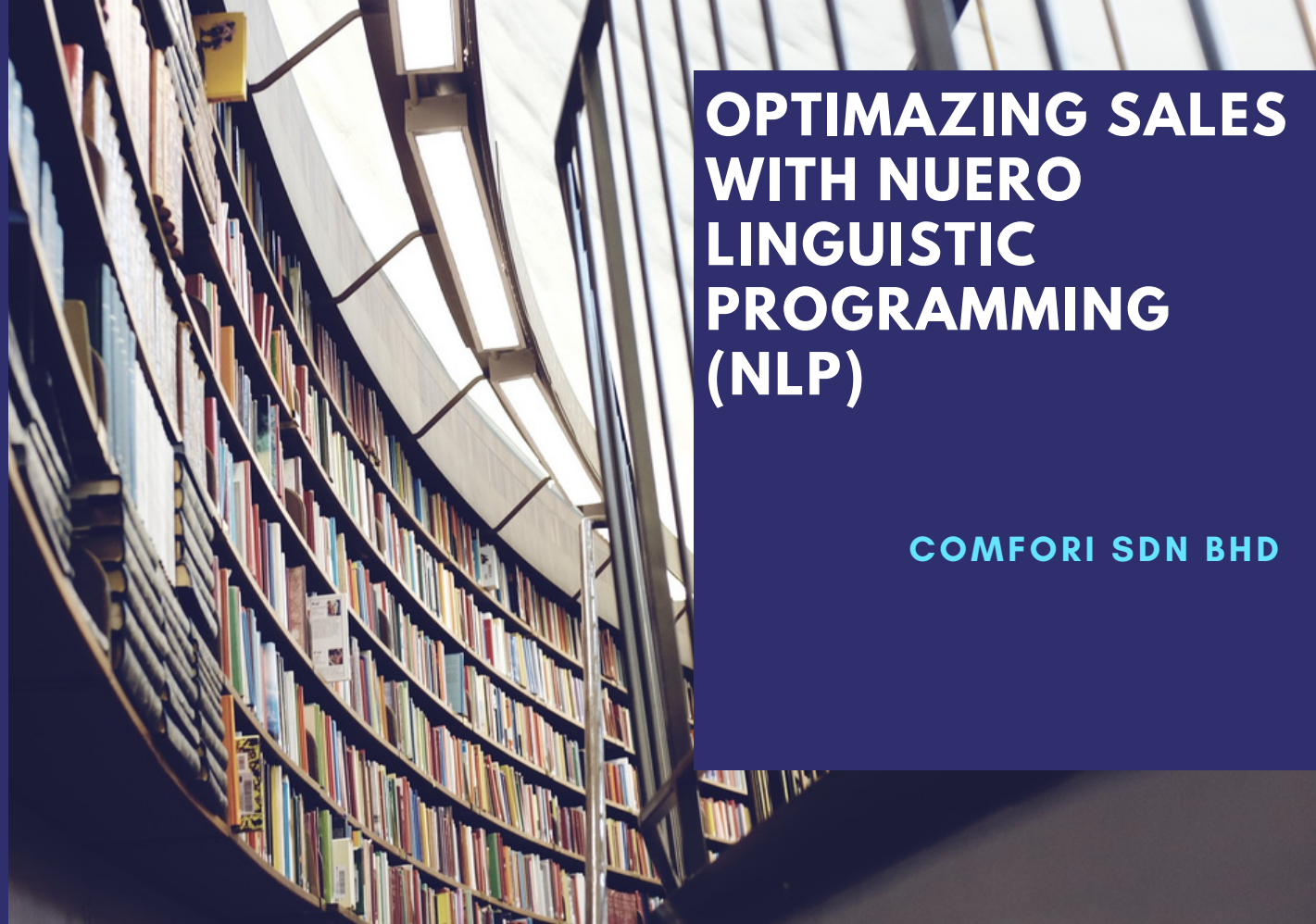
Module 4: Building Rapport

Module 5: Deep Probing and Questioning Techniques

Module 6: Selling Presentation Model

Module 7: Handling Objections

Module 8: Closing The Sales



OPTIMAZING SALES WITH NUERO LINGUISTIC PROGRAMMING (NLP)

COMFORI SDN BHD

Objectives

- awareness into why you need to learn selling skills even if you do not consider yourself a sales person
- greater insights into your current roles from a sales perspective
- powerful tips on how to optimize sales or to be sales savvy even if you are not
- definite know-how to convince and influence others so that you become more effective at what you are doing
- checklists to practise successful selling, convincing and influencing techniques

A 2-day HIGH POWER workshop to sharpen the selling, convincing and influencing skills of all Sales or Non-Sales Executives by applying the proven tools of Neuro Linguistic Programming. 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). You do not have to sell if you do not need a raise, an approval from management, positive help/support from your manager/colleagues or a bigger bonus. But if you do need these, you will realize you have to improve your selling or convincing skills in order optimize sales or to improve/excel in your career and move up the corporate ladder. You need to optimize sales using Neuro Linguistic Programming.