

Modules:-

Module 1: The Sales Professionals

Module 2: Building Rapport in Sales & Negotiation

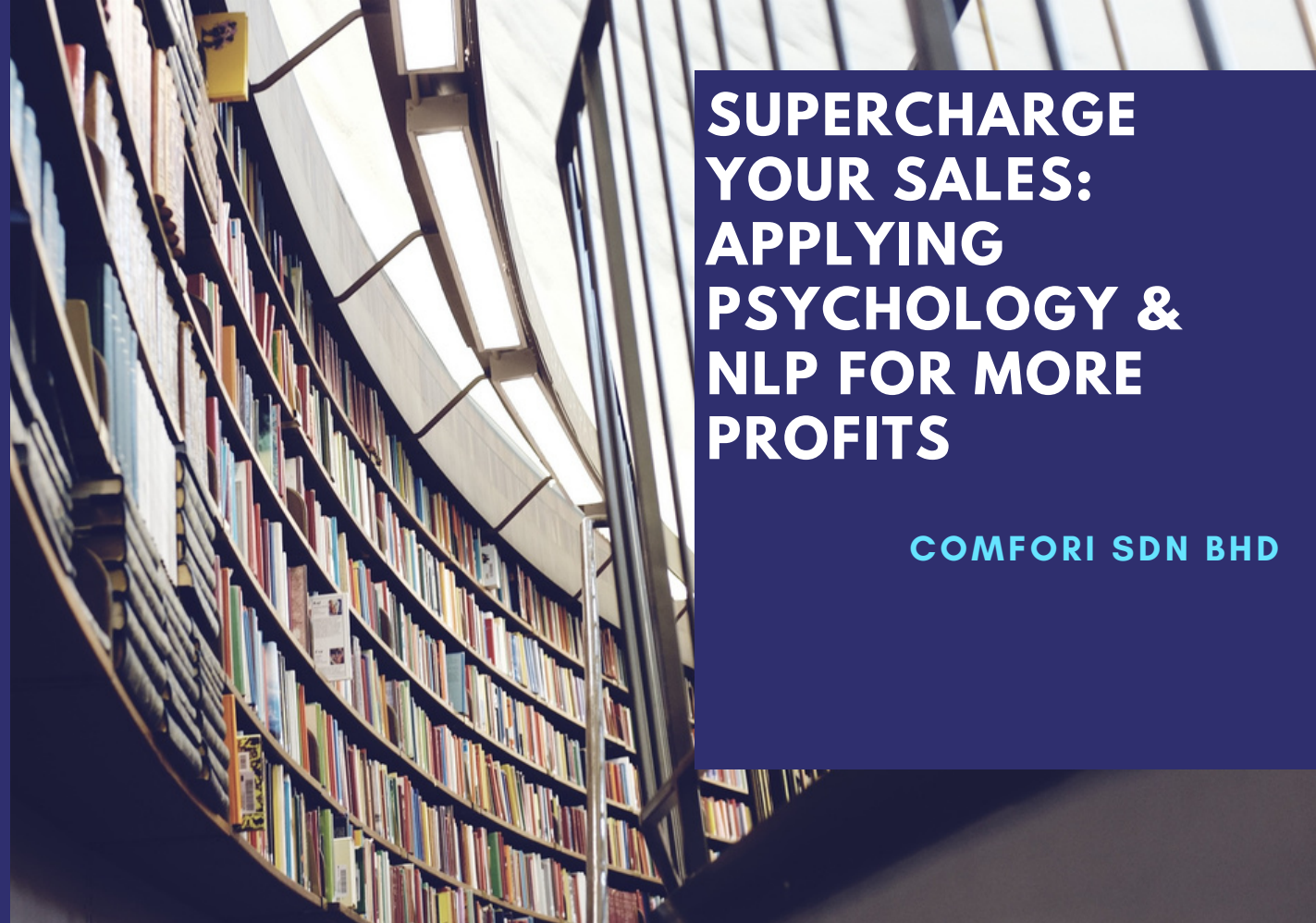
Module 3: The Negotiation Process – the Process Game

Module 4: Psychology in Sales & Negotiation

Module 5: Tips and Tactics in Professional Sales Negotiation

Module 6: Supercharge Your Sales Strategies

Module 7: Ten Key NLP Success Strategies and Tools to ensure Success in Competitive Sales & Negotiation



SUPERCHARGE YOUR SALES: APPLYING PSYCHOLOGY & NLP FOR MORE PROFITS

COMFORI SDN BHD

Objectives

- Change or transform sales culture and mindset from order taking to a professional sales negotiator
- highly effective basic negotiation & selling skills needed to be an effective negotiator
- acquire an effective framework to sell using the matching process approach
- sell benefits and show customers, distributors or agents how they can benefit
- know how to influence the client/distributor by knowing their hot-buttons or motivation to buy your ideas
- negotiate effectively, present dynamically convince and close with a difference

You need the edge – the tools and techniques that makes you more attractive to the customer than your competition. Some sales executives do sell themselves more effectively than others. And they seem to naturally know how to negotiate, influence and persuade effortlessly. And it is definitely the result of using a powerful set of Neuro Linguistic Programming (NLP) communication and influencing skills effectively; skills that anyone can easily learn.