

## 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**



**PROVEN RESULT  
DRIVEN SELLING  
SKILLS USING NLP**

**COMFORI SDN BHD**

## Objectives

- 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

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).