

TURNING OBJECTIONS INTO SALES

SEGMENT – SALES & MARKETING



Module 1: An Overview of Sales Psychology

Module 2: How Objections Are Helping You Sell Better

Module 3: How to use language patterns to re-frame the objections in your prospects' minds

Module 4: More ways to use language to re-frame the objections in your prospect's minds

Module 5: How To Use NLP Meta Programs To Improve Your Objection Handling

Module 6: How To Use Frames to Help You Sell better

Module 7: How To Manage Your Emotions When Handling Objections and Closing Sales

Module 8: How To Use A Sales Script Book For Handling Objections

Overview

This two-days fun activities-based workshop will teach you skills that you can take back and apply immediately to more effectively handle objections and boost your own success

Note: Participants are expected to already have the basic knowledge of sales processes. This workshop will provide specific skills in the area of handling objections that can be applied to your existing processes and make you far more successful at them.

Get In Touch!

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Objectives

- how people process information in their minds and how you can use this to understand them and help them buy from you
- how to handle objections you commonly face from prospects and turn them into sales
- how to set frames that help you sell easier and faster
- how to manage your own emotions when handling objections and closing sales
- how to create a script book to help you handle objections better