

Everything you need to know about selling more effectively in a recession!

The good news about today's current financial climate is that there are still customers out there willing to spend money on your product or service. The bad news is that there are fewer of them and you have to be better at converting those sales leads into income generating clients. From past recessions we know that the companies who invest in up skilling their sales people are the ones most likely to survive and thrive despite the current conditions.

This workshop is aimed squarely at people like you who are smart enough to recognise that "doing things the way you have done them in the past, isn't going to be good enough." You know that you need to "do things differently".

Brookfield Hotel, Emsworth, September 16th & 18th
Session 1: 09:30-12:30 Session 2: 1:30-4:30
Certificate of participation issued on completion of course

Session 1: AM. Face to Face Relationship Selling Skills

Four step conversational sales model

- Building and maintaining rapport
- Advanced questioning skills for real needs identification
- Structuring your proposals to make them attractive
- Closing the sale and objection handling

Session 2: PM. Cold calling for appointment & leads

Proven techniques from people who does this on a daily basis.

- Developing the right mindset
- Setting your call outcomes
- Turning gatekeepers into door openers
- Conquer the fear and find the fun

How much does it cost?:

**Just £150 + VAT per person including lunch & refreshments
(Book three or more places and get a 20% discount on all places)
Book now by phoning Maureen on 07730 259015 or see our website for
more details www.inter-activ.co.uk/workshop**

Your Trainers: Gavin Meikle – [Inter-Activ presenting & Influencing](#) & Maureen Scott, [Mascott Training](#)

Don't take our word for it:

"Really pleased this course was supplied.
I feel much better skilled and with greater
enthusiasm - Exceptional"

"Very refreshing, full of valuable
information and no hype."

Carl Rossiter, Camelot Credit solutions

Booking Form:

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Company name:	
Company address:	
Contact person:	
Email:	
Telephone:	

We would like to book the following number of places on the 16th September workshop	No. of places:			
We would like to book the following number of places on the 18th September workshop	No. Of places:			
Delegate names				
First name	Surname	Course date	£150 Places (if less than 3 places booked)	£120 Places (If 3 or more places booked)

Payment details:

Payment is required at least 3 days in advance of the course:

Payment by cheque: Please make cheques Payable to Inter-Activ

Payment by BACS: Account name = Inter-Activ, Sort code: 60-24-75 Acct No. 22639268

Please return completed booking forms to

Maureen@mascott-training.co.uk

and payment to:

Inter-Activ Presenting & influencing,
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Eastleigh SO50 9FD