



Perceptive Learning

SALES FOUNDATIONS

Believe that you haven't had your best day yet. Otherwise, enjoy the relaxation as you watch your competitors pass you by.

Rationale and Description

Take any human craft or occupation as an example and it is easy to pick out the best in the field. They are the ones who take their skills so seriously, that they constantly look inside themselves and determine what they can do better.

We can all improve at one thing or another regardless of how long we have been "on the job". The good news for you is some salespeople feel that by acting like they already are the best, and don't have the need to improve, that others will believe it. (It's very fun to compete against these folks.) In the heat of competition, areas for improvement are usually quite clear if a person is honest with him or herself.

People inside and outside of your company hold you accountable for the tasks to which you are assigned. They expect you to be good at your job. And truth be told, most salespeople do know exactly what they are supposed to do – and how to do it the majority of the time. So then the little "extra" that can serve to differentiate you from others is crucial. By adding some personal polish to your existing expertise, you can seriously stand out from the rest.

This series of Sales Foundations workshops can be compiled to give your company exactly what is needed to professionally enable change and boost sales. It is perfect for any level of experience – New or Veteran. There are takeaway tools and job aids to help individuals internalize what is presented. The design acknowledges that each attendee is different. Most importantly, the manner in which these workshops are facilitated allows for various individual beginning needs, and ending results.

Sales Skills Workshops for Customer-Facing Professionals:

Basic Sales Process
Customer Buying Cycles
Time & Territory Management
Research & Planning
Getting in the Door
Social Styles
Learning Styles

Listening
Asking Questions
Differentiation
Account Management
Opportunity Management
Pipeline Management
Forecasting

Creativity
Managing Objections
Financial Justification
Presenting Solutions
Closing
Customer Courtesy
Follow-up

Perceptive Learning International will work with you to incorporate your company-specific messaging into workshop content. And like all of our other learning actions, these are highly active, require participation and provide for Real-Time customization.