

Competitive Selling Techniques

Overview

Selling is one of the most important functions of a business. It is no longer enough to simply rely on gut feel. You must have a scientific system to consistently attain your targets. Attending this seminar will help instill the competitive selling techniques you need to know to have the edge in the current cutthroat market.

Objectives

- * To understand the nature of sales and the sales process
- * To professionally represent your business or company to corporate and individual customers
- * To apply effective and powerful sales techniques to produce sales and create loyalty among customers.

Who Should Participate

- * sales persons
- * entrepreneurs
- * customer service representatives
- * sales managers

Key Topics

- * Introduction
- * Definition of sales (difference between sales and marketing)
- * Nature of sales calls
- * Qualities of a good sales person
- * Selling techniques and strategies (telemarketing, internet marketing, cold calls, direct/personal selling)
- * Effective sales tools (price lists, brochures, collaterals, sales kits, etc.)
- * The sales process (prospecting, initial contact, sales presentation, handling objections, closing the sale, product delivery, follow-up and after sales service)
- * Selling principles
- * Workshop

Reserve now! Call us at:

Tel. (02) 727.56.28 / (02) 225.66.16 / (02) 225.73.47 /
(02) 727.88.60

Mobile Numbers: Globe: 0915-205-0133 / Smart: 0908-342-3162 /
Sun: 0933-584-7266

Website: www.businesscoachphil.com



Time

- * 9:00 am - 4:00 pm

Venue

- * Unit 201 Richbelt Tower,
17 Annapolis St.,
Greenhills, San Juan City,
Metro Manila

Schedule

- * Please check our website, or you may call any of our customer representatives.
- * Schedule may change without prior notice. Please call to confirm. BusinessCoach, Inc. is not liable for any expense incurred by seminar registrant resulting from cancellation of any of our events.

Seminar Fee

- * Php 3,000.00 per person (inclusive of snacks, lunch, seminar kit, handouts, certificate of attendance)

Discount

- * 10% Discount if FULL AMOUNT is paid at least five (5) banking days before the event.

Reservation

- * Please call to register, or use the registration form below. Kindly fill-out, and send to us through fax (727.8860 or 727.5628) or email. You will receive a confirmation within 48 hours.

Mode of Payment

- * Deposit payment at Banco de Oro, Savings Account Name: BusinessCoach, Inc. Then kindly fax or email deposit slip (indicate name of participant and seminar title) to confirm reservation.
- * On-site payment (CASH only)
- * Company checks are accepted, provided that they are received at least five (5) banking days before the event.

Register Now! (limited slots available)

Seminar Title _____

Date _____

Name of Participant _____

Nickname _____

Company Name _____

Address _____

TIN _____

Contact Person _____

Position _____

Contact Number _____

Fax _____

Email Address _____

(You may use a separate sheet for additional registrations)

*Kindly fax to (02) 727.5628 or (02) 727.8860, or email form to businesscoachphil@gmail.com