

Πωλήσεις

How to Cold Call

In-Person

This workshop introduces the will and skill sales professionals need to develop new business through successful cold calling.

Τι θα μάθετε

During this interactive workshop, you'll work with an experienced instructor to take the stress out of cold-calls, improve your hit ratio, and deliver a prosperous value statement. Discover power phrases to gain appointments and gets prospects excited. Be poised and confident when cold calling and appeal to potential buyers' needs, wants, and interests.

Γιατί θέλετε να το μάθετε

A sales executive who doesn't prospect is like fisherman who doesn't choose his bait. As you've probably heard a million times before, prospecting is a numbers game. But to win the game you need a strategic approach, an intriguing message, and an engaging attitude. Salespeople need to know and open the conversation in a way that leads to opportunities.

Πως θα σας βοηθήσει

Building long-term, positive relationships with clients is a champion sales executive's end game. But it takes clients in your pipeline, both existing and new prospects, to yield consistent results on your bottom line. Gain the courage, confidence, and skills to win and keep prospect's attention, quickly.