

Sales

World Class Consultative Selling

In-Person

World Class Consultative Selling takes Courage, Confidence, and most important an approach that assures long term results. Become a "World Class Consultative Salesperson" and become a "Trusted Advisor".

What You'll Learn

. • Build trusting client relationships. • Utilize a variety of tools for information gathering. • Use specific summarizing techniques to confirm client needs. • Gain commitments in a competitive environment.

Why you want to learn it

Salespeople need to know how to find a wide spectrum of prospects and generate follow up conversations that convert into sales opportunities.

How it will help you

When you become a "World Class Consultative Salesperson" you become a "Trusted Advisor" with prospective clients and will win business in challenging sales environments.