

Vente

# Effective First Impressions: Face to Face

En personne

3 HOUR WORKSHOP

## Ce que vous apprendrez

- Create an unforgettable first impression.
- Make customers feel important.
- Use a process for meeting and greeting customers.
- Engage customers in productive interactions.

## Pourquoi vous voulez l'apprendre

When customers have completed 70% of the buying process or can complete many online purchases without ever engaging with a single salesperson, traditional sales tactics simply no longer work. Your customers are the personification of the empowered consumer, knowledgeable beyond the need for basic information. You need a relationship-selling approach that leads to a profitable relationship.

## Comment cela va vous aider

By mastering a relationship-based selling approach, you can offer your customers value they can't find on the Internet: You! And you position yourself for long-term partnerships that bring positive outcomes for all parties.