

Présentation

# Winning with Relationship Selling

En personne

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## Ce que vous apprendrez

- Connect with your customers to build authentic relationships
- Develop active listening skills to identify sales opportunities and respond to concerns or complaints
- Establish credibility and communicate value
- Develop powerful questions to uncover customer needs
- Create interest by offering persuasive solutions
- Handle objections with confidence
- Maintain a positive attitude
- Close more sales
- Create goals for personal and professional success
- Demonstrate a winning and confident attitude
- Apply the best prospecting methods to fill your pipeline

## Pourquoi vous voulez l'apprendre

If you are a sales person striving to move to the next level, Dale Carnegie's proven selling process along with human relations principles helps each participant create long lasting relationships with customers and prospects. Don't miss this incredible opportunity to impact your sales results today.

## Comment cela va vous aider

Dale Carnegie Sales Training is uniquely positioned to help sales professionals connect with customers and prospects with confidence and credibility to increase business.