အရောင်း

Jump-Start Your Selling Career

လူတွေ့သင်တန်း

We are uniquely positioned to prepare sales professionals to transition into the new world where collaboration, confidence and credibility are the way to connect with customers to increase business. Today's customers are just too savvy for old tricks. Dale Carnegie's proven selling process includes human relations skills grounded in timeless fundamentals from “How to Win Friends and Influence People”.

သင်လေ့လာသင်ယူရမည့် အရာများ

Gain insights into the changing relationship between the buyer and seller. Develop the skills to build greater trust and respect with customers and learn how to communicate value and enhanced credibility.

သင်ဘာကြောင့် ဤသည်ကိုသင်ယူချင်ရသည်

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.

သင့်ကို မည်သို့ ကူညီပေးမည်

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.