

Satış

Driving Sales with Trust Based Relationships

Sınıf İçi

A Dale Carnegie Workshop

Ne öğreneceksiniz

Participants will: • Review the latest research that supports the benefits of trust based selling. • Assess the elements to building a sales culture that generates revenue and drives sales. • Experience a paradigm shift on how to deliver customer value that increases loyalty

Neden öğrenmek isteyeceksiniz

Set yourself apart from your competitors by understanding how creating REAL value leads to trust.

Size nasıl yardımcı olacak

Create a course of action that will help lead you and your sales team to better results by determining if the sales culture, mindset and approach needs to be changed within your organization.