

销售

# Dale Carnegie Sales Training: Free Session

现场课程

Free Session

## 学习内容

Establishing quality professional relationships is one of the few ways left for a sales professional to set themselves apart from the competition. By building trust, establishing credibility, and effectively communicating you will have more likelihood of winning business, retaining clients, and expanding opportunities for more deals.

## 学习原因

Relationships create results. Trusted relationships lead to positive outcomes; 77% of people will provide referrals, only 17% will buy from your competition, and most importantly 81% of customers will buy from you again.

## 学习效果

Build the attitudes and skills needed in today's ultra-informed selling environment. Focus on the things that really matter to the customer. Use trusted relationships to meet and exceed your sales quotas. Join us for Winning with Relationship Selling: Free Session