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Outstanding Customer Service

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Committing to outstanding customer service means sometimes dealing with those not-so-pleasant customers. This seminar will take you through an eight-step process for resolving customer complaints and handling each customer's needs, no matter how challenging

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Learn how to stay professional in emotional situations, beyond basic telephone courtesy. Follow a consistent process to resolve complaints and conflicts. Most importantly, discover how to truly engage customers and build enduring relationships.

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The details of customer service can make all the difference. Following proven guidelines will ensure that, at the end of the day, your customer's emotional and practical needs are not only met, but exceeded. Each issue you solve with a positive, helpful attitude strengthens relationships with your customers.

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The process will help you move beyond the daily challenges and hang-ups so that you can focus on building loyalty. Conflicts that once seemed overwhelming will seem simple, paving the way for delivering outstanding customer service. Your organization will gain a base of customers that feel valued and cared for in every interaction.