

Show Them The Value 1 Day

Every client conversation is an opportunity to gain more business. Learn how to influence clients by showcasing the value of our services. You'll gain more sales, happier customers and skills for career advancement. Learn how to sharpen your negotiation and sales skills. Feel confident up-selling and negotiating with clients. Use hypnotic language to boost your influence. Get the skills you need to take your communication to higher level now.

What you'll learn to do in this course

You'll come out of this session with powerful tools selling, negotiating and influencing. We'll bring theory to life and tell you how to succeed. A range of practical tips will be presented to you. You'll talk through examples and enjoy practical exercises. At the end of the course, you should be able to:

- Apply key principles of negotiation when speaking with clients
- Deliver a compelling message that matches your clients' frame of reference
- Master the art of up-selling
- Use hypnotic language patterns to lead a conversation
- Identify and match a client's decision making style during conversation

Topics you'll cover

- Keys to negotiation success
- Framing your sales message
- The art of up-selling
- Speaking the language of influence
- Leading clients' decisions

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think
learn?
succeed

“Smart training for clever people”

What others have said about the course...

“Great way to draw attention to small details of our work that can make a major difference to how we deliver our services.”

“The contents were really useful, helpful and easy to understand.”

“The psychology of it will help me in life as well as work.”



Book your training NOW

Call Eleanor Shakiba on 0433 126 841
Download course information at
www.thinklearnsucceed.com.au