

In this module we take a quick and effective overview of the entire sales process including prospecting, getting appointments, building relationships, identifying needs, presenting benefits, overcoming objections, closing the sale and identifying cross sell opportunities. This one day workshop is designed to give the participants practical insights that make for a winning edge in sales. STW is a mind-opening, insight filled, action inspiring program that creates superstars out of your salespeople. It is the last-mile intervention in sales productivity that you have been waiting for!



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