

Lets FACE It: You are in \$ales

Training | Keynote



Are you in sales? Regardless of your position, everyone is in sales. You sell yourself, you sell your ideas, and you sell your company's brand and products. This customer-focused sales training program is appropriate for face-to-face as well as over-the-phone situations with customers. Learn a simple but effective process to focus, ask questions, clarify, confirm and close the sale to exceed the customer's expectations.

Objectives

During this program, you will learn how to:

- Understand your DiSC® style
- Recognize and understand customer buying styles
- Adapt your sales style to your customer's buying style

Format

This interactive program uses experiential learning techniques such as self-assessments, large and small group discussions, team projects, and best-practices.

Ideal Size

Keynote: No limit

Training: Up to 36 people

Length

Keynote: 30-90 minutes

Training: 3-6 hours

Target Audience

This program is appropriate for those who are afraid to sell as well as those with years of experience.

Typical Uses

Customer service and sales training, team meetings, luncheons

Agenda

Each participant will complete the *Everything DiSC® Sales Profile* to learn how to connect better with customers based upon these eight priorities and preferences:

- Action
- Enthusiasm
- Relationships
- Sincerity
- Dependability
- Quality
- Competency
- Results

Material Options

- *Everything DiSC® Sales Profile*
- *Everything DiSC® Group Culture Report*
- *Everything DiSC® Facilitator Report*
- *Everything DiSC® Team View*
- Customer Interaction and Style Guides
- Handouts