



Building Relationships for Success in Sales

**Your Investment is \$2,000.00 Onsite
\$300.00 per person offsite**

Overview: No one questions that making friends is a good thing. In this workshop, you are going to discover that the business of business is making friends, and the business of all sales professionals is making friends. Strategic friendships will make or break any business, no matter how big and no matter what kind of market. If you've ever wondered how to combine sales success with personal significance, this workshop has some practical suggestions for you.

What you will cover:

- How to get people to like you
- What influences people in forming relationships?
- Building customer connections
- Disclosure
- Proximity
- How to win friends and influence people
- Communication skills
- Managing the mingling
- The handshake
- Small talk
- Networking

How you will benefit:

- Learn the secrets to being a friend in sales
- Identify strategies for building strategic sales relationships and finding personal fulfillment in the process.
- Enjoy more sales success

What's Included?

- Instruction by an expert facilitator
- Small interactive classes
- Specialized manual and course materials
- Personalized certificate of completion

TIME: 9am – 4pm. FEES: \$2,000.00 onsite up to 12 people. \$300.00 per person offsite, plus applicable taxes. *Prices and dates are subject to change.