

Achieving excellence in Sales

Seminar objectives

The participants will

- See the connection of thoughts and effect
- Recognize the way to become a Top-seller
- Learn how to get a strong self-esteem and see its benefits
- Mobilize their own energies
- Introduce themselves in a professional way (even new big companies)
- Learn to set motivating objectives
- Plan their individual main topics for their education in sales and start to work on it
- Recognize their own impact and develop measures for personal improvement

Contents

- Thoughts and their effect
- To become a Top-seller
- A strong self esteem
- Self-management– get energy (Physical Energy, Quality of Energy, Focus the Energy, Relevancy)
- Self-introduction - Positioning, Creating Trust
- With all the heart in sales
- Acting always in the best way
- Taking responsibility
- Overcoming fears
- Setting Objectives
- Circle of success



Methods

- Lectures
- Group work
- Role-play
- Feedback round

Organisation

- Target Groups
 - Sales representatives
- Period
 - 2 days