

Selling Professional Service

To build on and **improve any existing sales skills to improve productivity.**

Objectives

Understand why people buy

Understand the seven selling skills

Use the basic selling skills

Understand how to close a sale

Audience

This course is designed for **experienced and the not so experienced sales people who are not quite sure or fully confident on how to sell professional services.**

Duration

This is **two- day Selling Professional Service** course. The course starts at **09:30** and runs until **16:30**. **Alternate timings** can be arranged upon request. The course can be held on a **date that suits you.**

Location

Our **Selling Professional Service** course can be run at **our training venue near Liverpool Street (London)** or any preferred location in the **UK or Europe.**

Selling Professional Service Course Outline

Why do people buy?

Devising a list of selling points

The importance of uniqueness

The seven steps of selling

Prospecting

Basic selling skills

Selling solutions

Relating your selling points to customer needs

Presentation skills

Closing the sale