



# Direct Selling Advanced Skills Workshop

Experienced Sales Professionals will appreciate the opportunity to expand their skills repertoire with the latest tools & techniques proven highly effective in the 21st Century Selling environment. Your competition is improving, sales are getting harder to close, and managing your team is always a challenge.

*"Even if you're on the right track, you'll get run over if you just sit there."*

Will Rogers ( 1879-1935 )

American humorist, actor and philanthropist

## Workshop Description

Today's selling environment is highly competitive, technologically advanced, and incredibly complex. Navigating this maze requires a new set of skills, an innovative selling process, more effective communication skills, and the ability to lead your team more effectively.

In this seminar, you will learn the following skills:

- Precisely Targeting your Ideal Customer
- Your Unique Value Propositions
- Building, Managing, and Mentoring Your Partners
- Increasing your Average Deal Size
- Handling Your Competition
- Building Your Power Base
- Pipeline Management

## Workshop Objectives

- Selling on multiple levels
- Motivating your Team more effectively
- Making your Customer more Successful
- Winning Business the Easy Way