



#### How to book

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## Selling with IMPACT

**Course:** Sales with IMPACT

**Size:** 5 delegates max

**Duration:** 1 day

**Price:** £245 per person

### Needs based selling

This is an introductory course to “needs-based selling” using the IMPACT selling model. Delegates are taken through a series of syndicate sessions which will develop insight and understanding of the sales process. The IMPACT selling model helps delegates to identify and develop the key stages and core skills which support an effective sales call.

#### Who this course is for:

The IMPACT Selling Skills programme is tailored to meet the needs and experience of delegates attending. The IMPACT sales model is ideal for people new to the sales role and for more experienced delegates, our development programmes uses the same model to challenge their current approach, sharpening existing skills and bringing new and more effective selling techniques into their sales calls.

#### Benefits

Delegates will gain a clear and structured understanding of needs-based selling and will practice the core skills which generate customer commitment and generate sales. Workshops and exercises are tailored to meet specific customer and market challenges. Delegates are provided with a number of opportunities to practice and improve key skills and new techniques.

#### Course Outline

Sales call objectives

Introductions and rapport building

Meeting the customers' needs

Productive questioning skills

Active listening techniques

Identifying and handling objections

Persuading the customer

Asking for the business

Generating commitment

Closing with confidence

#### Why Choose M Training's Selling with IMPACT Course?

- Run by a specialist Selling with IMPACT Trainer with over 10 years experience in running Word Press sales courses
- This course is limited to 5 places so you are guaranteed personal support throughout the day
- Only £245 per person
- Convenient location at Manchester Science Park or in Coventry
- Course notes and support material
- 3 months online support
- Lunch & refreshments provided
- Certificate of achievement

For one to one, or group courses, please contact [martin@mtraining.co.uk](mailto:martin@mtraining.co.uk)

Book online at [www.mtraining.co.uk](http://www.mtraining.co.uk)

