



*"To achieve things that have never been achieved before  
you have to do things you've never done before." (M. Russel Ballard)*

Sales differs a lot from other profession. This training is a BOOST experience. It motivates salespeople who need to make a difference day in, day out, gain customer confidence and close the best deals possible.

This training will give you new insights, ideas, and incentives to take you and the members of the sales team to the next level. Supported by scientific studies and experiences of top sellers and is supplemented with role plays and evaluation moments of applied techniques.







The handles provided during this training are the following:




- Introductory activity (Exercises 1 & 2)
- Handles: purpose and scope of this training
- Sell and report (role play and exercise 3)
- 4 profound questions
- THE BIG C
- V3
- Throw it on the table (exercises 4)
- The 7 core properties of top sellers
- Go for the whole turkey (be hungry)
- Tips "To get things done"
- Buying is about trust (exercise 5)
- Cases / role play (exercise 5)
- PAP => tips and tools (homework exercise 6)
- The next level ...

If you are responsible for sales within your organization, with or without a full team, then this workshop is an unforgettable and memorable appointment.

It goes without saying that this training can be tailored to your own organization and people. It will contribute to a greater skill acquisition and the achievement of your targets.

Grab these seller handles and get started.

	Dutch (English is possible)
	Professionals and students
	Date to be determined
	Workshop: version ½ day / Training: 1 day * 
	Place to be determined

	12 places available
	Open training: per person 225 euros/ day and 130 euros/ half day In-company courses: ask for the possibilities and conditions without obligation
	OPL-attest: <i>"Handles for Sellers"</i>