

Calls That Count



Who is it for?

“Calls That Count” is a bespoke workshop for anyone wishing to make appointments to conduct face to face sales meetings.

This workshop offers powerful techniques and an understanding for business owner/managers to improve not only their appointment making skills, but to be able to close more sales. If you are currently outsourcing your appointment making or not sitting or closing enough appointments, this workshop will have an immediate impact on your business.

What is it about?

Participants will learn proven techniques that they can use to help them make more effective telephone appointments. We will look at how to get to the decision maker and obtain a qualified appointment and how to gather information which will benefit them at the meeting.

What will I get out of it?

- Tips to overcome sales nerves and get past the ‘gatekeeper’
- How to identify a decision maker
- How to create an interest arouser
- How to ask the ‘right’ questions
- How to uncover a need
- How to set an agenda for your appointment
- How to consolidate an appointment

Acumen Sales Coaching Ltd • Reg No 6512883

Our feedback

“I lacked the confidence and structure to make sales calls prior to this course. As a result of this workshop I am now making appointments, converting sales and enjoying the sales experience.”

Joyce Bishop, Eavesgreen Media

Key learning outcomes

Classroom Coaching will ensure the delegates will leave with:

- A planned interest arouser
- An agenda for meetings
- Prepared need find questions
- A prompt template

A workbook and toolkit is included to ensure the learning continues in the workplace.

Follow on courses

- Lift off – face to face selling skills
- Spin to win – objection handling techniques
- Show what you know – one to one coaching

Workshop duration – 4 hours

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Call now to speak to a coach to discuss your requirements and course availability.