

Know And Grow



Who is it for?

“Know and grow” is a bespoke workshop for anyone wishing to generate more sales opportunities from existing or prospect customers.

This workshop explores the various touch points that you can reach your potential customers so you can have a clear strategy of ‘how’ you can increase or maintain your business performance. Many of the techniques visited can be implemented on a ‘shoe string’ budget as a comprehensive toolkit is provided to get you started.

What is it about?

During this workshop we will help the participants to identify who their target market is. They will then work in groups to identify ways of generating new sales leads, which will also aid them to share ideas, build relationships and confidence. We will coach them on creating a plan of how and where to source specific lead information that is bespoke for them and their business

What will I get out of it?

- A fresh approach to lead generation
- How to use customer feedback to grow your business
- How to build a pipeline of prospective sales
- How to utilize your contacts to create more business

Our feedback

“This course exceeded my expectations. It has helped me to put new ideas together to grow my business.”

Paul Ashworth, Carpet Care

Key learning outcomes

Classroom Coaching will ensure the delegates will leave with:

- A SMART pledge of how and when they will implement their learning into their business

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

Follow on courses

- Calls that count – telephone appointment making
- Lift off – face to face selling skills
- 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.