

Opportunity Knocks



Who is it for?

“Opportunity Knocks” is a bespoke workshop for anyone wishing to generate more opportunities or enhance customer relations through cold calling face to face.

This workshop explores how if done correctly cold calling is a useful vehicle to reach your target market.

What is it about?

Cold calling can often send shivers down the spine of many sales people, but it is a very effective way of obtaining leads as well as appointments and building rapport with gatekeepers and reaching those elusive decision makers. We will remove the fear, highlight the benefits and show them how to do it well and within trading standard guidelines.

What will I get out of it?

- Know how to create relationships not hostility
- How to overcome the 20 second rule and create interest
- How to build rapport
- How to create the ‘right’ impression
- How to use cold calling to generate leads
- How to work within trading standards guidelines

Our feedback

“This course has really given me confidence and structure to the sales side of my business. Rae and Coral were so helpful, I didn’t expect to get such a tailored course.”

Allanah Armondi, Woof Trails

Key learning outcomes

Classroom Coaching will ensure the delegates will leave with:

- A fresh approach to apply cold calling into their sales strategy
- A direct marketing plan to increase customer relations

A workbook 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.