

Spin To Win



Who is it for?

“Spin to win” is a bespoke workshop for owner/managers who feel like they have hit a wall of objections.

This workshop is a must for anyone in business who feels that they are being dismissed or are struggling to get the best out of their customers.

What is it about?

Firstly we uncover the types of objections that you have, and show techniques to navigate around them. We will coach participants so they understand why these objections arise and the meaning behind them and how best to handle them. For this workshop participants will compile the most common objections they receive in their business. We will then work with them to help them build a bank of answers and techniques that they can use to overcome them.

What will I get out of it?

- Know how to identify different types of objections
- How to side step objections
- How to question out objections
- How to reframe beliefs through questioning techniques
- How to understand your customers reactions

Our feedback

“This course exceeded my expectations, I feel far more confident to overcome customer’s objections in the future.”

Angelica Wilson

Key learning outcomes

Classroom Coaching will ensure the delegates will leave with:

- Their most common objections handled
- A clear understanding of objections and techniques to apply in their business

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

Follow on courses

- Show what you know – one to one coaching
- Customer world – Planning and building relationships
- Pitch to profit- Creating win win negotiations

Workshop duration – 4 hours

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