

## HIGH INTENSITY SELLING SKILLS WORKSHOP

### WHAT IT'S NOT ABOUT

- No motivational speeches
- No drawn out compliance training
- No long winded theories that take ages to bear fruit



### WHAT IT IS ABOUT

- How to gain commitment through being convincing
- How to retain gross profit
- How to secure appointments
- How to tell the difference between serving and SELLING
- How to prevent most objections
- How to overcome those that can't be prevented
- The benefits of achieving consensus over making compromise
- Sales ethics and professionalism



### WHO SHOULD ATTEND

- Anyone in sales, service, A/M or B/M.
- Departmental managers

### WHAT THEY GET

- Personalised and branded notes
- Post event support
- Follow up training bulletins supporting the subject matter
- Comprehensive feedback to your management team

### SUMMARY

We all know that long term results rely on relationships and the perception of value and I humbly submit that my protocols and strategies are industry leading. I guarantee that the subject matter is designed solely to facilitate instant results and confidence, so that your team has immediate application potential. Additionally, it won't contradict any of your existing protocols.

Steve Wren

**AN INVESTMENT IN  
EXCELLENCE FOR**

**Sienna Wren**



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