



JENNIFER HOWARD

“THE SALES ADVANTAGE”

Creating Sales-SuperSTARS!©

SALES - the backbone of any business or group that is asking someone to spend money with them. Positive Image Solution is excited to add this business-essential, comprehensive workshop to our regular "line-up!" In this workshop your sales people will not only learn basic selling skills, but also the often ignored skills of prospecting, networking and making a great first impression.

Have you ever had someone "call on" you for business who was less-than-professional from many aspects? Compare that person to the best outside salesperson with whom you've come in contact and you can probably tick off the differences right away. As a former sales manager I have seen it all; the good, the bad and the "please find another profession" salesperson. I found two main reasons a salesperson just didn't cut it:

1. **Sales was not a good fit for them, and**
2. **Little or no training in the "fine art" of salesmanship**

Some in sales are natural "stars" and consider selling anything to anyone their greatest challenge in life. But most people in sales are adequate to good and like their profession as well as the product they represent. Without training, though, even the natural-born sales "star" will have obstacles to overcome - this is where this amazing program comes in.

In this **one-day workshop**, your sales staff will receive exceptional, SuperSTAR training in the following areas:

- **The First Impression - Appearance, Appearance, Appearance!**
- **Prospecting: Worth its Weight in Gold**
- **"It IS How You Say It!" - Exceptionally Effective Verbal & Presentation Skills**
- **Sell It - They Must Buy YOU Before They Buy Your Product**
- **"I Just Said WHAT?" - Body Language that Speaks Louder Than Words©**
- **Close It - Asking For the Sale**
- **Marketing Yourself - Stay Ahead of Your Competition**
- **Hold On - Retaining the Business You've Got While Adding to It**
- **"Hello, My Name is..." - Business/Social Networking 101©**

Our trainers are extraordinarily successful salespeople in their own right and highly qualified to lead your group to Sales SuperSTARdom beyond all expectations. If you have a sales staff and their performance is crucial to your business, don't pass on the opportunity to provide this well-rounded and exciting day of training. Your salespeople will thank you for making this excellent investment in them. **Watch their sales increase and your revenue swell - You'll be ecstatic with the results!**



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www.positiveimagesolution.com