

# High-Volume!

## SALES

Boost your company's sales with our breakthrough seminar

If your company sells to foreigners then the chances are your salespeople will want a sales programme that will help them boost their sales - and their commissions.

**High-Volume! Sales** does just that. Held over two days, the participants learn the strategies and practices of selling effectively to non-native speakers. From prospecting in English to discovering a client's needs, to making a concise presentation, managing objections and closing the sale, *High-Volume! Sales* will give your team the competitive edge they need.

The programme focuses on communicative output and so ensures the learning will be put to use immediately. The seminar has a number of activities that help participants deal with rejection, and guide the client decision-making process.



**High-Volume! Sales is customised according to your type of business**



### Programme Details

Key elements of preparation :: The P.O.G.O technique :: 30 must-ask questions :: Identifying client needs in English :: Activity: *Rapport!* :: Simple elements of an effective presentation :: Taking a sincere interest in English :: Questioning techniques in English :: Handling objections in English :: 20 great responses to objections :: Trial closes in English :: Buying time :: Closing :: Maintaining and growing the relationship :: Up-selling and cross-selling

### The Feedback

“This helped me deal with the problem we had with just sending out quotes and not getting the sales - thank you”

“The simulations were really helpful - thank you so much!”

“Our sales team have improved their techniques and sales thanks to the seminar”

To find out more about this exciting seminar, please call our office on  
**(02) 6393550**