

Building Relationships for Success in Sales

No one questions that making friends is a good thing. In this workshop, you are going to discover that the business of business is making friends, and the business of all sales professionals is making friends and building relationships. Strategic friendships will make or break any business, no matter how big and no matter what kind of market.

Workshop Benefits:

- Learn the secrets to being a friend in sales
- Identify strategies for building strategic sales relationships and finding personal fulfillment in the process.
- Enjoy more sales success

What Will Be Discussed?

- ✓ Sales Bingo
- ✓ How to Get People to Like You
- ✓ What Influences People in Forming Relationships?
- ✓ Building Customer Connections
- ✓ Disclosure
- ✓ Proximity
- ✓ How to Win Friends and Influence People
- ✓ Communication Skills for Relationship Selling
 - Listening
 - Active Listening
 - Asking Questions
- ✓ Non-Verbal Messages
- ✓ Managing the Mingling
- ✓ The Handshake
- ✓ Small Talk
- ✓ Networking

