
re-set Sell

PROGRAM OVERVIEW:

This is a 1 or 2-day training programme that will help your team to reignite their passion, get them ready to get back out there to sell to your customers. We've paired it back offering the bare essentials but still giving you the good content for your teams while making it affordable for you while you get your business back.

KEY LEARNING OUTCOME:

Participants will have the motivation to get back to work after down times, pandemic and new year. They will learn to re-connect with customers, and understand new ways to work with customers coming out of the pandemic and succeed with relationships and how they are different from the past.

WHO SHOULD ATTEND?

- Salespeople who are proactively working Customer Relations, Business Development Managers, Account Managers.

DURATION:

- 1 or 2 days, depending on client needs

VENUE REQUIREMENTS:

- Preferably face to face, maximum of 15 people

POST PROGRAM FOLLOW UP:

- 1 hour webinar 3 weeks after the program

PROGRAM PREREQUISITES:

Pre-work will be given to participants to learn about their customer before coming to the training

INCLUDED MODULES:

- Business Today
- Impact of Face to Face contact
- Re-Learning our Customers
- What do Customers want
- How to reignite relationships
- Re-Setting the goals
- Role-Plays to practice key skills learned

