



FOUNDATION SELLING SKILLS



Telephone: 0800 567 7777
Email: enquiries@p3-pro.com
www.p3search.com

FIRSTLY

THANK YOU

FOR CONSIDERING US!

P3 Pro sales skills courses are designed for building sales effectiveness and driving increased performance.

This is achieved by using our unique sales framework of Planning, Process and Performance which is guaranteed to deliver exceptional sales results. We know that sales success depends on strong habits and behaviours as well as on razor sharp skills - our approach develops both.

Nick Werner

Managing Director



OUR STORY

... SO FAR

Our expertise is in identifying the training needs of a diverse range of businesses and providing a solution that best fits their needs. We bring organisations together with our expert sales trainers who deliver a significant return on investment to each organisation they collaborate with.



WHAT TO

EXPECT

From the pre-workshop focus on each delegate's goals to the unique feedback process, P3 sales training enhances results at every stage. Our pre-course assessment helps you identify the specific competencies that will make the biggest difference to your sales performance.

High quality feedback and support is crucial throughout. We provide this to each delegate throughout the workshop but in addition we provide a detailed outline of personalised development ideas for deployment back in your sales role. These insights will ensure you have a roadmap for continued improvement.

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THE WORKSHOP

The P3 Pro Foundation Selling Skills workshop is the first step in developing your sales agility. It will equip you with solid sales principles, skills and approaches that can be applied in any sales environment – giving you both sales competence and confidence for a long lasting career in sales.

A SELECTION OF CLIENTS:



All of our sales trainers are industry experts and have delivered courses for businesses in all industries and of all sizes.

WHAT WILL YOU GAIN?



PLANNING

- Positive sales mind sets and attitude for success
- How to build your personal credibility
- The critical value of goal setting and SMART objectives



PROCESS

- The importance of activity – and prioritizing the right sales activities
- Understanding and using the buying cycle to save time and get results
- A robust process for generating leads and appointments
- Smart planning for business meetings
- How to manage your sales pipeline for the best results



PERFORMANCE

- The key skills to generate leads and appointments
- Telephone selling techniques which engage, build relationships and convert
- Questioning skills to elicit and build needs and qualify opportunities
- How to present a compelling, best-fit solution
- The best ways to pre-empt objections and handle those that still arise

