

# 50 WAYS TO BE A MILLION DOLLAR SALESMAN

## Training Content

The Objectives of this training is to make you aware of:

- ✓ Introduction on 'How to Sell'
- ✓ What you need to know about the stages of Sales Life Cycle
- ✓ Common Sales Approaches and most used Sales terminology
- ✓ How to understand competition and why they lead
- ✓ How to prospect like a pro
- ✓ What to do for profiling your leads and understanding their pains
- ✓ Steps to you need to mark your sales strategy
- ✓ Corporate politics and why it's important to follow business protocols
- ✓ The importance of shocking your clients with what you know
- ✓ How to work a realistic action plan
- ✓ What you need to know to understand people's behavior, ask killer questions and manage difficult conversations
- ✓ How to effectively handle sales objections and master the sales psychology
- ✓ Why your competitive edge is crucial and how to use it as your 'Wow factor'
- ✓ Ways to master your show and use statistics for results
- ✓ How to tear your client's fears, use time pressure and create a sense of urgency
- ✓ How to create the 'fear of loss' to close the sale
- ✓ Tricks to give your client the 'illusion of control'
- ✓ Up-selling tactics and ways to amplify value added
- ✓ Needed steps to continuously coach and appreciate your and other teams
- ✓ How to make your client a 'Hero' and keep your accounts alive
- ✓ Seeing the future and staying on top of your game



Also included :  
Instructor's Guide  
with 5 Training  
Activities  
Plus Learner's Booklet!

## TRAINER'S BOX

[www.trainersbox.net](http://www.trainersbox.net)

For General & Technical Questions email us at:  
[helpdesk@trainersbox.net](mailto:helpdesk@trainersbox.net)

