

Sales Training

Building Relationships for Sales Success



No one questions that making friends is a good thing. In this **one day 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.

How You Will Benefit

At the end of the workshop you will be able to:

- 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's Included?

- Instruction by an expert facilitator
- Small interactive classes
- Specialised manual and course materials

What You Will Cover

- How to get people to like you
- Influences in forming relationships
- Building customer relationships
- Self-disclosure
- How to win friends and influence people
- Communication skills
- Sending the right non-verbal messages
- Managing mingling
- Networking effectively
- Developing an effective handshake
- Business card do's and don'ts
- Tips on remembering names

YES! Enrol me now!

REGISTRATION FORM

Building Relationships for Sales Success

Participant's name: _____	Position: _____
Organisation: _____	
Work Address: _____	
Phone: _____	Email: _____
Credit card type: MasterCard / Visa Only	
Name on card: _____	Amount: _____
Credit Card Number _____	Expiry Date _____
Signature _____	

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