



# Selling Skills Training

## Give Your Sales Team a Boost

Utilizing a consistent and effective selling process is important for any sales team to meet their goals. Our award-winning selling skills training helps boost your sales team's knowledge of the sales process and unify your sales methodology to move leads down the funnel.



*"We are willing to do business with people we like. "*



**Handling Tough Customers**



**When to Shut Up**



**Turning Features Into Benefits**



**Developing Your Territory**

*"Discovering their unmet need is the key to turning a tough customer into a happy customer."*

# Selling Skills Training Topics

- Building Great Sales Relationships
- Closing the Sale
- Customer Service Basics
- Determining Customer Needs
- DISC Selling
- Handling Tough Customers
- Lead Development
- No, But, If
- Objections
- Quicksell
- Retailer Hot Buttons
- Sales Communications
- Selling at a Distance
- Selling in New Products
- Selling to Different Customer Roles
- Smile!
- Speaking Customer
- Territory Administration
- Territory Development
- Territory Management
- Turning Features into Benefits
- When to Shut Up

*"When you're selling to someone, you need to understand their value set."*



## Contact us today!

For more information on these courses and our full libraries of off-the-shelf employee training videos or for partnering with us to create custom training videos for your organization:

Call: **800.566.3159**

Email: **sales@ej4.com**

Visit: **www.ej4.com**

## Everything but Ordinary!