



Giving your sales performance a radical turbo boost

Quality Training Course brought to you by CBM Training, a SETA accredited training company, in association with the RMI

Cost:
R 895 excl VAT

Duration:
1 Day

Dates:
24 Feb 2016 – JHB
20 April 2016 – DBN

Massive competition, smaller profits and easy access to online information are some of the many challenges sales people in motor dealerships, workshops and aligned industries across South Africa need to overcome in order to reach their sales-targets

Key learning areas covered during this workshop include:

- Sales basics - understand what makes a successful sales person
- Preparation - pre-call plan and structure your sales call
- Cold call and prospecting - how to get that all important first appointment
- Design attractive quotes - that are hard to turn down
- Get attention - sure-fire hooks to get meetings started
- Listen to client needs - so you know how to solve them
- Avoid the 10 biggest mistakes - that all sales people make
- 5 New closing techniques - to move from interest to sale

Part of the NEW

Pit-stop Series of
affordable 1 day
workshops



Booking details

- If you would like to book or would like more information, please Contact Candice at CBM Training on 011 454 5505 or candice@cbm-training.co.za.
- Download the CBM registration form to book, click [here](#)
- For more information on the course, click [here](#)
- If you have 15 or more delegates we can offer you an onsite training session where we can come to you.
- Please contact Jenine at CBM Training on 011 454 5505 or jenine@cbm-training.co.za for more information.