

Essential Selling Programme

On line modules undertaken on-site, face to face sales workshops and on-site coaching provide focused sales training that has practical and positive results.

We can work in a training room and on-site as we have the practical experience to be able to apply our training to the real sales environment.

We know how to accelerate sales and improve site based sales results.

Our Essential Selling Programme can be used as a comprehensive sales induction or as separate elements based on individual training needs.

- An overview to new home sales
- Selling Product – what you need to know about your product
- Structured Selling – how to inspire people and structure the sale
- Intelligent Selling – Managing the enquiry
- Increase appointment rates and next stepping customers
- Productive qualification
- Constantly gaining customer commitment
- Engaging customers and nurturing the decision to buy
- Persuading purchasers through product demonstrations
- Asking for commitment; little and often
- Being the most effective negotiator
- Sales progression – improving Reservation to Exchange Days
- Selling within the law – following the law and knowing the rules
- Tel-@-Selling – maximise the use of the telephone and email to manage enquiries
- Standing out to win the sale in the digital world
- Knowing your competition and the Local Market
- Talking finance with customers
- Site Presentation
- Working with others in the team
- Delivering amazing customer satisfaction
- Using your sales database and computers to sell
- Sales Administration and Office Procedures