

Our Services At a Glance

- We are market leaders in coaching, training and guiding new home sales people. Our Intelligent Selling system means that sales people learn to sell dynamically in the manner that is right for today's consumer. We specialise in coaching a sales approach that inspires a customer to buy a new home and to appreciate the value in the home and the developer.
 - We know how to train people without experience in new home sales and can shift experienced and good sales consultants into being highly successful. Our training is multi-channel and programmes are created to maximise on site selling. Online modules give flexibility to train whilst on site and training directed at specific selling needs means that everyone gets what they need to maximise their sales success.
 - All our Intelligent Selling programmes help to accelerate sales and are complemented with constant emails providing tips and techniques to maximise sales and customer service.
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 - Our Driving on-site Sales activity is targeted at managing sales people and driving the sales that they are accountable for. We help Sales leaders to manage their team and to ensure that they are appropriately targeted to create, make and take sales.
 - Driving Sales involves ensuring that everyone is equipped to secure customer commitment to buy and our activities assure strong management and high levels of coaching for success.
- Our experience in the new home industry positions us to provide a challenging yet supportive approach to improving leadership and performance in the board room.
- We have a Specialist Leadership Coaching programme that helps senior managers. Directors are often highly proficient in their technical discipline yet inexperienced, and unsupported, in their approach to leading people and fulfilling their responsibilities as a Director.
- We work with MDs to identify where the regional board can improve their leadership effectiveness
 - We develop the plan with regional Boards for improved performance and help with the implementation of that plan
 - We work with individual Directors to ensure that they have the coaching that enables them to achieve the best performance
 - We work with emerging managers and directors to ensure that they are prepared to step up when the business demands it
 - Customer Service levels are a constant discussion in the UK Residential market and LR Consultancy provide direction and support for all levels of the company in order to assure high levels of customer satisfaction. Familiar with customer mapping and systems review, we help UK developers to refine their process and overlay great customer experience that is delivered by everyone involved in the delivery of a new home to a customer
 - We provide training to help achieve greater customer satisfaction levels and work with all disciplines to deliver the best customer experience

We believe in adding value and in making a real difference to sales performance therefore our Driving Sales activity has high ROI because we add value by helping Sales Managers to better drive sales through the sales teams.

We have process and experience solutions for sales managers and leaders.



Intelligent Selling



Driving Sales



Leadership Success



Customer Service