

Life's Eyes Media

Sales Training with Larry Nitardy

This comprehensive sales training workshop will provide:

- Examination of core sales psychology—the who, what, when, where, why and how people buy—particularly in this complex era of the online consumer.
- Focus on consultative selling that builds trust and demonstrates value to connect client needs with product solutions.
- Techniques to leverage the sales cycle, business analytics, performance metrics and customer communications.
- Individual and group opportunities to employ and practice new skills through customized content, multimedia classroom engagement and role-playing.
- Assessment of each participant's strengths and weaknesses, with personalized guidance and action plans for improvement.
- Advice on how to integrate and energize customer-facing processes throughout your organization to fully support the efforts of your sales professionals.