

fecund training

and personal development

SALES IMPACT

We give you the **powerful business communication behaviours** to develop exceptional Sales Impact and make you more successful in prospecting, up-selling, pitching, negotiating and closing your sales.

WHO IS IT FOR?

This course is ideal for any salesperson or individual who wants to acquire the successful business behaviours and skills that generate and strengthen sales relationships and improve their sales results.

"Simply the best training course I have ever been to. Trainers who know and embrace their subject matter, and demonstrate the skills and what can be achieved with them through their own example." Sales Manager, Global 360

WHAT DO I GET OUT OF IT?

fecund's unique, experiential training system combines simple, practical skills that transform behaviour with proven systems to optimise performance for lasting and consistent impact. All courses are **tailored to tackle your specific needs**. Outcomes include;

- **SUPREME CONFIDENCE IN FACE-TO-FACE SELLING** at every stage of the sales cycle ensuring better relationships, higher conversion rates & more sales
- **CREATE A WINNING 1st IMPRESSION** that is trustworthy, credible and memorable and establish and maintain a charismatic and commanding presence
- **DEVELOP TRUST AND RAPPORT** with clients by making people feel valued and engendering stronger sales relationships
- **BE CALM AT THE CLOSE** by channelling your adrenaline and applying the power of effective stillness to appear controlled and composed when pressure builds in even the most difficult negotiation
- **DEAL WITH NERVES** and exude supreme confidence in important meetings, pitches and presentations
- **SELL WITH CONVICTION** and exude enthusiasm, passion and belief to convince and inspire your clients
- **IMPROVE YOUR PERSUASIVE POWERS** vocal and listening techniques to engage and convince, persuade and influence
- **DELIVER A WINNING SALES PITCH** learn the performance skills that guarantee exceptional presentations and pitches every time
- **BE TENACIOUS** by stepping up to take responsibility for the sale and become more courageous - and ultimately more successful in every sales cycle
- **BE PREPARED** Part of the course can also be tailored to tackle specific aspects of the sales process - including how to structure and prepare when networking, pitching, building rapport and closing business
- **FULLY MEASURABLE**, Behaviour Change Targets, personal Action Plans and Full Course Evaluations provide measures for success that tangibly demonstrate the return on your investment

COURSE DETAILS

Courses are modular and last between 1 and 3 days subject to your requirements. The recommended number of delegates is 10 per course. Call us on the number below to arrange a free consultation and taster session.

Want to book or find out more?

Call Mark Doyle on **0207 575 3164** or email mark@fecund.co.uk
Details of all our products are available at www.fecund.co.uk

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