

# Sales Training – Selling like a Pro

- Workshop Date: Friday 20<sup>th</sup> September, 2019
- Workshop Time: 1:30 PM – 4:30 PM
- Workshop Cost: \$55 EC per person
- Workshop Venue: SLHTA Hospitality Training Centre, Rodney Bay, Gros Islet
- Call Us: Noorani M. Azeez – **758 717 4959** or email: **nazeez@hdnconsult.com**

## How You will Benefit:

- Understand the wonderful paradox: helping other people get what they want gives us more of what we want.
- Use goal-setting techniques as a way to focus on what you want to accomplish and develop strategies for getting there.
- Develop a plan for increasing product knowledge.
- Understand the difference between selling a product and selling a service
- Identify the most critical elements of sales
- Understand the power of your behavior for more successful sales and customer service.
- Develop skills to better share information and to better listen to the customer
- Tips for closing the sale quickly

## What's Included?

- Instruction by an expert facilitator
- Small interactive classes
- Personalized certificate of completion

**PLEASE REGISTER EARLY AS SPACE IS LIMITED TO 30 PARTICIPANTS!**



## Registration Form

Yes ☐ Enroll me now

Participant Name (*Please Print*)

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Position

\_\_\_\_\_

Contact Number

\_\_\_\_\_

E -Mail

\_\_\_\_\_

Name of Organization

\_\_\_\_\_

HR Manager's Name

\_\_\_\_\_

HR Manager's Contact #

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PLEASE EMAIL REGISTRATION FORM TO **nazeez@hdnconsult.com**  
ALL cheques should be made payable to the **Human Development Network**