

Advanced Selling Strategies

with

DAN FLOROS

Corporate Training Program

Dan Floros is a GLOBALLY renowned business-mentor who helps small to medium size business owners reach their objectives faster than they ever thought possible - by establishing clarity, focus, & simplicity on what really matters.

The sales strategies outlined in this program have been utilised by Dan's clients across a wide range of industries, resulting in consistent Revenue Growth and Bottom Line profits.



Advanced Selling Strategies with Dan Floros – the selling skills you MUST master to move in the top 10% of income earners in your field.

Welcome to a new world. The field of selling has radically changed in the last few years. Sales people who do not adjust and change quickly will see their incomes drop, as competition gets tougher and more determined. In this highly practical and informative program with Dan, you will learn to:

- Identify the 7 fundamental steps as practiced by all sales professionals
- Understand why salespeople are the most valuable asset in any organisation
- Link your marketing with your sales message in the quest for increasing revenues
- Get more and better appointments with better prospects
- Introduce attention grabbing words and questions
- Establish high levels of rapport from the first meeting
- Learn how to become a highly effective communicator, using the 4 keys to listening success
- Understand the difference between 'selling' and 'consulting'
- Build high levels of trust and integrity with your prospects
- Focus in on, and identify the essential needs and gaps of your prospects
- Use powerful, proven questions to uncover hidden needs

Increase your sales revenue by focusing on the few core competencies as practiced by the world's most effective sales professionals.

Over 85% of sales people have not been thoroughly trained in their profession.

Over 95% of sales people could dramatically increase their sales with the ideas taught in this training program.

- Develop a professional presentation that highlights your organisational capabilities and customer benefits
- Use the "Inverted Model of Selling" in today's competitive environment
- Positively influence your customer's perception of you as a sales professional
- Isolate and overcome key concerns that stop a customer from buying
- The seven best sales closing techniques ever discovered
- Types of objections and how to answer them
- Save the lost sale
- Design the ultimate system for after sales service
- Resell and up sell your customer continuously
- Increase your sales results year in year out

www.danfloros.com

Dan Floros
INTERNATIONAL
Clarity • Focus • Simplicity