

surviving a challenging market

SKILLSHOT™ clinics

Is it taking you longer to close a sale?

Are buying decisions more closely scrutinised and customers more risk-averse?

Even when a customer wants to talk business, are you finding negotiations almost exclusively focus on price?

Customers are ordering less, delaying decisions, trimming the number of suppliers, and reducing budgets. Our response? We may call prospect lists indiscriminately, blindly focus on unpromising leads, fail to effectively differentiate ourselves from the competition, or drop price without considering the long-term implications.

What can we do? Many people think that there is nothing we can do, and do nothing! But 'nothing' is futile thinking. We need to step back and develop and activate sales strategies, designed to maximise our performance in this challenging market and geared to help us accelerate as the economic pendulum swings in the direction of recovery and growth.

In 2 hours you will

- Learn how current market circumstances are **impacting** your customers and the effect this can have on securing business
- Identify the **sales traps** caused by the current market conditions and how to avoid them
- Develop a clear set of actions required to **retain, grow** and **acquire** customers



SKILLSHOT™ approach

Intensive, high energy, acutely focused, short duration, interactive performance clinics engineered to deliver the skills boost and motivation demanded of sales professionals in a challenging market. **Skillshots™** will be delivered using a virtual learning platform and methodology, while the impact of Coronavirus remains.

Group size

8-10 participants

SKILLSHOT™ clinics

Building a robust pipeline

Improving hit rates by adopting a strategic approach to prospecting resulting in fewer cold calls and higher conversion ratios.

Making cold calls count

Turning cold calls into productive conversations that increase your call to appointment conversion rate.

Managing the sales process

Taking control of the decision-making process ensuring it operates to your deadlines.

Engaging your customers

Utilising a consultative selling approach to differentiate yourself from the competition and to generate customer trust and loyalty.

Negotiating in challenging times

Standing-up to, and counteracting, well trained, experienced negotiators.

Developing a differentiating value proposition

Designing, developing and delivering a business winning case.

Expanding your sphere of influence

Achieving the coveted status of 'insider' provider.

What next?

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