

engaging your customers

SKILLSHOT™ clinics



Are you finding it increasingly difficult to differentiate your offering from the competitions'?

Are you losing out to competitors on the basis of price differential?

Are you finding it difficult to convince your prospects of the added value of your solution?

If so, it's time to focus on the way you are selling! In a market where there is little to differentiate competitive offerings, your sales style will make the difference between win and lose!

Consultative selling involves working collaboratively with your customer, building a detailed understanding of their challenges and needs, and jointly developing a solution. Practised effectively, the buyer will focus on the benefits of your solution rather than price; and you will naturally generate trust and build a meaningful and lasting relationship.

In 2 hours you will

- Identify your **natural selling style**
- Understand the difference between a prescriptive and **consultative** approach to selling
- Define the **ultimate goal** of a consultative sales professional
- Identify the **steps** in a consultative sales process
- Practise putting the consultative approach into **action**

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

Surviving a challenging market

Developing and activating strategies, designed to maximise sales performance in a challenging market.

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.

Developing a differentiating value proposition

Designing, developing and delivering a business winning case.

Negotiating in challenging times

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

Expanding your sphere of influence

Achieving the coveted status of 'insider' provider.

What next?

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