



DHB VISION STRATEGISTS

FROM STUCK TO SELLING

TRAINING TO IMPROVE SALES PERFORMANCE
OF YOUR TEAM

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FROM STUCK TO SELLING

OVERVIEW OF TRAINING



This is an interactive, action driven training program intended to help sales professionals move from stuck to selling. This program will help your sales team to move past the blockages that have been keeping them from meeting their sales targets. Attendees will develop actionable strategies that will finally bring the results that your company has been looking for.



IN THIS TRAINING WE COVER:

In this training, we cover:

- Mindset and Confidence
- Personal Branding
- Using social selling techniques
- Communication- handling objections
- Setting and Nailing Your Targets

DELIVERABLES

At the end of the training, attendees be able to:

- Identify the mindset blockages that present performs
- Understand their personal selling approach to get results
- Tap into the power of social selling
- Handle objections and have a solid post-objection strategy
- Manage their process and pivot to get results

PROGRAM OVERVIEW & DELIVERY (VIRTUAL)

Day 1 (2 hours)

Mindset & Confidence

When people fail to perform, the issue starts in the mind before it presents in their output. The activities in the segment of the training are intended to help attendees to uncover the mindset issues that are leading to low performance. Then we replace the negative perspective with signature confidence-boosting activities.

Personal Branding - People buy from whom they Know, Like and Trust

People buy from whom they know, like and trust. There are several salespersons that they can connect with so why should they choose you. It all comes down to your personal branding- what do you represent, why should you be trusted, how are you representing your firm. Selling is a relational transaction- this segment will help folks to get to know you. This segment ends with a takeaway assignment to build your personal branding as a sales professional.

Day 2 (3 hours)

Using Social Selling Techniques- Visibility & Community

We are in different times. By the time the customer reaches the showroom, they have already started making a decision about what they are looking for. Imagine a scenario where not only do they know what they want, they ask for you by name. That is the power of social selling and in this segment, we are going to work on your marketing, visibility and create a community that buys from you and promotes you too.

Day 3 (3 hours)

Communication - Dealing with Objections

Objections are a part of selling. In this segment, we are going to deal with common objections in the selling in these times, how to respond and the follow-up actions that turn objections into YES.

Setting and Nailing Targets

This is where we work on specific targets and actions that will be taken in the upcoming weeks so you can act on what you have learned and be positioned to start selling like a boss!

FROM STUCK TO SELLING

DELIVERY METHODS

- Workbook/ Worksheets (fillable PDF for virtual sessions available)
- Zoom or In Person
- Presentation
- Interactive Discussions

COST

US\$370 or TT\$2500

ADD ON SERVICES

Give your team the added support they need to get results with an add-on service of a 3-months accountability and troubleshooting with your sales team.

This is a special offer just for you where the persons who have been trained have a fortnightly session with the trainer to discuss what's working or not and to find new strategies for implementation.

Monthly retainer: US\$220 or TT\$1500
2 Session per month

Meet the Trainer



I am an International Conference Speaker and Expert Business Strategist and my job is to help business owners to SCALE-UP their businesses. I am fondly known as The Vision Builder because I give my clients the right strategies and actions to transform their business and get results. I have over ten (10) years of experience in business strategy and an extensive record of successfully creating people development programs that get results.

CONTACT INFORMATION

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