

BELL ► CROSS SALES COACHING

Advantages and Benefits

Increased Sales

For most sales forces, only 15-20 reasons account for 95% of all lost sales opportunities, and 15-20 specific techniques and skills are sufficient to resolve those challenges. Kim Bell-Cross Sales Training identifies the former, and trains the latter. Simple!

Measurability

All modules of the sales training contain two key elements, a 'Strategic Plan' and a 'Progress Tracking' feature. Combined, they provide on-going measurability of your performance.

Motivation

The key motivator of any sales professional is money, followed by security, achievement, recognition, acceptance and self acceptance. Kim Bell-Cross Sales Training provides knowledge, tools and professionalism necessary to build lasting confidence, boost productivity and ultimately motivate. All training material is retained providing on-going motivation and a valuable reference. No additional expense and time wasting of motivational talks or courses are necessary.

Psychological Component

All selling modules of the training incorporate a subject relative psychological component called 'Psychological Triggers', explained in a simple, logical and easy to understand format. No additional expense and time wasting of sales psychology talks or courses are necessary.

Scope

The training is not limited to or restricted by any specific product or service. It is versatile and can be applied to any form of selling.

Format

The training is conducted in-house at your work premises or after hours in the comfort of your home, in an 'open workshop' format. Should your premises or home not be suitable an alternate venue is arranged.

Convenience

As the training is not course date specific and rigid, you choose suitable dates and the duration of the training based on your requirements.

Investment

The investment is determined by your specific requirements, the number of modules you choose and the duration of the training. The training can be tailored in line with your budget.