

# High Sales Achievers' Training Workshops

## The 9 key reasons behind our incredible Testimonials –

**ONE** – Sales is all we do and we've been doing it for decades!

**TWO** - our instructors are long-term high-achievers and our methods and outcomes are designed to achieve immediate relevance and resonance with attendees' thinking, experiences and attitudes. For most clients, their training workshop will be delivered by Grant Hyman, who knows so much about selling that he wrote the book!

**THREE** - your workshop is based on modules that we've built here in Australia by Sales Central for local conditions with extras specific to your business added in by Sales Central, meaning that the whole program is specifically tailored to your needs by us!

**FOUR** - we even take attendees into the field where they get to use and test their knowledge in the real world, then we do role plays specific to their business, with the workshop leader acting as the salesperson. What this means to you is that we literally practice what we preach, in real world conditions, to ensure that your people can immediately understand and use what they've learned!

**FIVE** - the documentation provided to attendees is built specifically for their own tailored workshop, so they have instant real-life reference material. Of course, they also receive a framed Certificate of Completion signed both by you and the workshop leader.

**SIX** - our fees are less than some standard courses which attendees have to follow regardless of whether they are customised and relevant or not!

### **SEVEN - Salespeople's Key Learning Outcomes -**

- (Qualifying and) Managing Buyers through the sales pipeline.
- Satisfying Prospects so that they will be happy pay premium prices.
- Creating Loyal Customers who are happy to refer you to others.
- Custom components based on your offerings and target markets.

### **EIGHT - Sales Managers' Key Learning Outcomes -**

- Successfully managing and motivating salespeople.
- Guiding the whole company to being supportive of the sales team.
- Effectively synchronizing sales processes and marketing campaigns.
- Custom components based on your specific opportunities and challenges.

**NINE** - all attendees receive complimentary signed copies of the book!

**Grant Hyman is ready to discuss your needs on 0407-219-541.**