



The Power of Image Series

Program Information

DEVELOPING THE SUPER ACHIEVER

WORKSHOP #1:

Time: 2 hour presentation

In these highly interactive workshops you will learn how to walk into a presentation with confidence and negotiate a sale without conflict or unnecessary compromise.

THE SALE BEFORE THE SALE WILL TEACH YOU:

1. Standing and moving with confidence
2. Learning how to watch for posture changes and non-verbal clues
3. Talking with belief about your product
4. Portraying a *powerful* but approachable *image*
5. Learning the effective tool of *humor*
6. Building a good relationship through your presentation
7. Delivering your presentation with your own personality and style
8. Discovering eye contact, handshake styles and your own body language

The power of a successful presentation is all in the delivery. Your client will sense how your sales representative feels about the product they are selling and most importantly how they feel about themselves. After attending this workshop your sales representatives will walk away from feeling that they can complete a large or small presentation just by being themselves while remaining professional.

Learning to have humor and being relatable while delivering your presentation is truly the key to the success!

WORKSHOP #2:

Time: 2 hour presentation

DEVELOPING A STRUCTURE FOR EFFECTIVE NEGOTIATION WILL TEACH YOU:

1. Setting the Scene:

Taking time to set the scene at the beginning of a negotiation can help speed up the process. This is crucial, to layout the ground work so that both parties can come to a mutual agreement

2. Exploring Positions:

Learning how to spend time exploring so that you become clearer about where you both stand

3. Finding a Common Ground:

This can give the negotiation a positive lift, even if there seem to be more differences than common ground

4. Identifying Deal Breakers:

Identifying the clients sensitive issues

5. Building in Movement:

Working around sensitive issues while focusing on your common to move your client closer to acceptance of your proposal

6. Reaching an Agreement:

Coming to a mutually beneficial agreement where your client feels that they were part of the solution and you have met your objective

7. Following up:

Learning very simple, basic important notes that we fail to check

This workshop will develop a reference structure for negotiating described in easy to use stages. The main steps in this workshop are described in terms of do's and don'ts so that you can quickly check that you have covered the main points and are aware of some common pitfalls.

THE POWER OF IMAGE SERIES

The above workshop has been designed to maximize each employee's success rate within a sales working environment. Each topic has been selected carefully and will be delivered with an open approach allowing the audience to actively participate in the learning process. This proven and valuable knowledge will be presented keeping humour in mind while focusing on specific points of interest within the scope of the presentation expressed by the audience.

Objectives:

My goal is to assure that each participant walks away with the understanding of the importance of how the topics discussed can positively impact their business approach when implemented.

The presentation is to address the questions and concerns of the participants and in so doing making them part of a solution which is relevant to the audience's present interests. When completed I like to know and feel that each client has obtained information giving them a sharpened edge from the development of belief when dealing with their sales presentations, clients relationships and most importantly how they see the winner within themselves

Content:

I will be presenting each attendee with an outline agenda of the workshop so they can follow through making their own notes and references for their own use

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