



Practicing The Body Language of Selling

An intensive two day workshop

Purpose

To sell more and feel better using the power, leverage and magic of body language

Target Audience

Sales professionals that will develop their ability to sell more effectively and calmly

Format

An intense, interactive two day workshop with guided discussions, group exercises and role-plays taken from participant's own situations

Material Presented

Workbook and Evaluation

Support during Workshop

E-mail, Telephone, Text/SMS

Upon completion participants will be able to:

Sell more, increase customer loyalty and everyone's profit

Listen better and understand others with more respect and less cultural bias.

Diffuse conflicts and transform angry customers into loyal ones more easily.

Present powerfully a sales message that resonate trust and invite action



Enjoy the power and profit in creating and fulfilling "Agreements that Stick".

Relax and feel better about selling even more often

Different studies have all concluded that as much as 90% of the information received during a conversation comes from nonverbal language. Think of the leverage available when you understand and apply this nonverbal communication energy!

Sell more by activating your listening and serving better

Train to listen with all your senses! Discover the amazing amount of information available when you not only see but train to sense what is being communicated. Learn what others *really* mean and then serve them appropriately and responsibly and profitably.

Direct and align your body's energies towards your intentions

A number of studies now prove that each cell in your body has the capacity for both memory and communication. Understanding this language is the key to human behavior. With this knowledge we can explore human behavior all the way to its emotional source, develop skills to improve our own behavior and influence other's.

Anchor each step of the sales-cycle in your physiology

Learn to develop and complete each qualification, needs analysis, recommendation, objection-handling, agreement, implementation and follow up. Practice expressing yourself with more conscious, focused and understandable body language with each sales step.

Create your own personal "Platform for Success"

Distinguish each of your personal "core values". Then test them to see that you can stand for and work from them. Practice using your platform as your personal "reset" button in times of stress.

Solve conflicts by communicating below "cultural radar"

What if there is a level of human communication that exists underneath the cultural one? Learn to understand this level where all humans are alike and profit from avoiding cultural communication mistakes as well as enhancing your ability to agree.

Profit from distinguishing your reactions from responses

Are you a predetermined sales *reaction* or do you take the time necessary to reflect and create a unique *response* here and now? Experience the value and profit in *responding consciously* instead of *reacting automatically* in each and every sales situation.

Resonate your message like a "tuned" sales professional

Just like a Stradivarius violin you will learn to deliver each message with a resonance that pulses through all of your entire being. The believability of your message will radiate from your core. The more you practice expressing yourself in line with what you stand for and are focused upon, the more trust you will create.