



Sales Development

“Point System Networking”

Point System Networking teaches a system of self-discipline that greatly diminishes call reluctance, leading to increased sales, greater confidence and peace of mind.

3 Hour Hands-on Interactive Seminar

Successful salespeople are busy creating presentations and closing sales, but always find time to network and prospect. This is precisely why they are busy making presentations and closing sales.

What Participants Will Learn:

- ◆ The first 3 rules of selling
- ◆ The Point System; developing your own strategy
- ◆ Effective networking and follow-up
- ◆ The Sales Cycle; relationships, discovery, effective presentations, and the 4 steps to closing
- ◆ Keeping yourself resourceful
- ◆ How to increase your discipline, desire, determination and professionalism
- ◆ How to overcome call reluctance and effectively network and prospect with ease and confidence
- ◆ How to measure networking/prospecting activity to enhance job satisfaction and enjoy more peace of mind
- ◆ How to keep your sales funnel full so you *always* have qualified prospects
- ◆ How to develop effective follow-up strategies
- ◆ How to question and listen effectively, thus leading to more effective presentations
- ◆ How to make closing the natural end result of a good sales presentation

Only **\$99.00**

Register 3 or more at **\$89 each!**

Use Promo Code: **Sales**

June 20, 2018

9:00 am - Noon

Register Today Online @ sctcc.edu/training or 320-308-0015

St. Cloud Technical & Community College: Training Center

1215 15th St. N., Saint Cloud, MN 56303

Customized Training Rep: Tricia Simon 320-308-5682

Instructor: Denny Smith - over 45 years of experience presenting in 22 states and Canada