

Persuasive Selling Secrets (Online)

If there is one core reason why some professionals are far more successful than others in selling, it comes down to this: They are more persuasive. They can communicate in a way that makes their product, service or offer so irresistible... that customers will be highly motivated to buy. In "Persuasive Selling Secrets", you learn the hidden techniques that the most persuasive sales professionals use to emerge as the top earners in their field. These techniques are designed to be immediately applicable – where the moment you learnt them; they can be used in your selling efforts tomorrow.

Course Objective

- Apply methods used by persuasive sales professionals to increase your credibility, trust and believability in the customers' minds
- Infuse into your sales pitch elements that convince and persuade others
- Obtain strategies to minimize objections and buying hesitation from customers
- Discover ways to drive your customers to take action and buy
- Know how to comfortably bring the sale to a close

Target Audience

Sales professionals/managers who want to improve their sales

Course Outline

- A psychological tactic to double your number of appointment-getting
- The secret of how a nationally-awarded #1 producer in door-to-door sales is able to gain comfort and trust with customers in the first 10 minutes
- How to design a convincing sales pitch (from start to end) that is implanted with highly-persuasive components
- How to ethically increase the value of your product, service or offer – causing your customers to have the urge to want it more
- The exact words to say if a customer tells you "I'll think about it"
- Types of objections customers will have (and how to persuasively dissolve each of these objections)
- A scientifically tested method that increases the percentage of sales closing from 18% to 33%
- How to positively turn things to your advantage if your customer thinks your offer is 'too expensive'
- The final sentence to say to the customer that will have you close the sale

Course Fees

Fees Type	Full Fees (inclusive 7% GST):
All	\$299.60

Trainer

Tylus has advised and helped boost the communications, business and marketing efforts for companies spanning over 30 different industries. He is also an entrepreneur and founder of different businesses with 2 that he still actively manages today. Over the years, he tirelessly implements customer loyalty strategies in his businesses to bring about high levels of delight to clients. This results in numerous clients becoming long-term patrons, including many who first began doing business with Tylus 12 years ago — and are still continuing to do so till this day. From this experience, Tylus has developed a system to bring about customer loyalty, and imparts it to people who want to turn their clients into devoted repeat customers.

Testimonials:

What I like about Tylus' workshop is that the way he teach is in point form, it's very systematic compared to other workshops I attended. Most "other workshops give you a big picture but they don't show the step by step how it is done. And for Tylus, he gives you a step by step of how it can be done and it is very practical." — Bellum Tan (CEO Richdad Asia)

Online Learning Requirements

1. A laptop or desktop PC
2. Good Internet connection
3. Webcam and microphone
4. Zoom Account (Download at <http://zoom.us/>)

Date (2020)	: 27 July
Duration	: 9am to 12pm and 2pm-5pm (6 hours)
Course Venue	: Virtual via Zoom

Register online at SNEF website www.snef.org.sg
Click on 'Training' and Course Category 'SNEFDigital'

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