



See more at www.zandax.com/advanced-selling-techniques

Course information from ZandaX

Advanced Selling Techniques

A premier Advanced Selling Skills training course from ZandaX

Course duration: 25 minutes of highly focused content (Revisit, review and revise as often as you want)

What you'll learn

- ✓ About the Course
 - ★ Get an overview of what the course covers
- ✓ Up-Selling & Cross-Selling
 - ★ See how to create "add-ons" that will skyrocket your sales levels
- ✓ Be an Advisor
 - ★ Find out how to gain the customer's confidence with a positive interest in what they want
- ✓ Listen
 - ★ Learn how to boost your selling skills by listening to and observing the customer
- ✓ Course Wrap Up
 - ★ Summarize the key takeaways from the course

What does our Advanced Selling Techniques course cover?

Learn Universal Selling Skills!

Although this course has been designed primarily for the retail environment, its fundamental lessons apply to all selling situations.

As you can see, skills like up-selling, cross-selling and your approach to customers are relevant whether you're on the phone or face to face, and whether you're selling to businesses or private individuals.

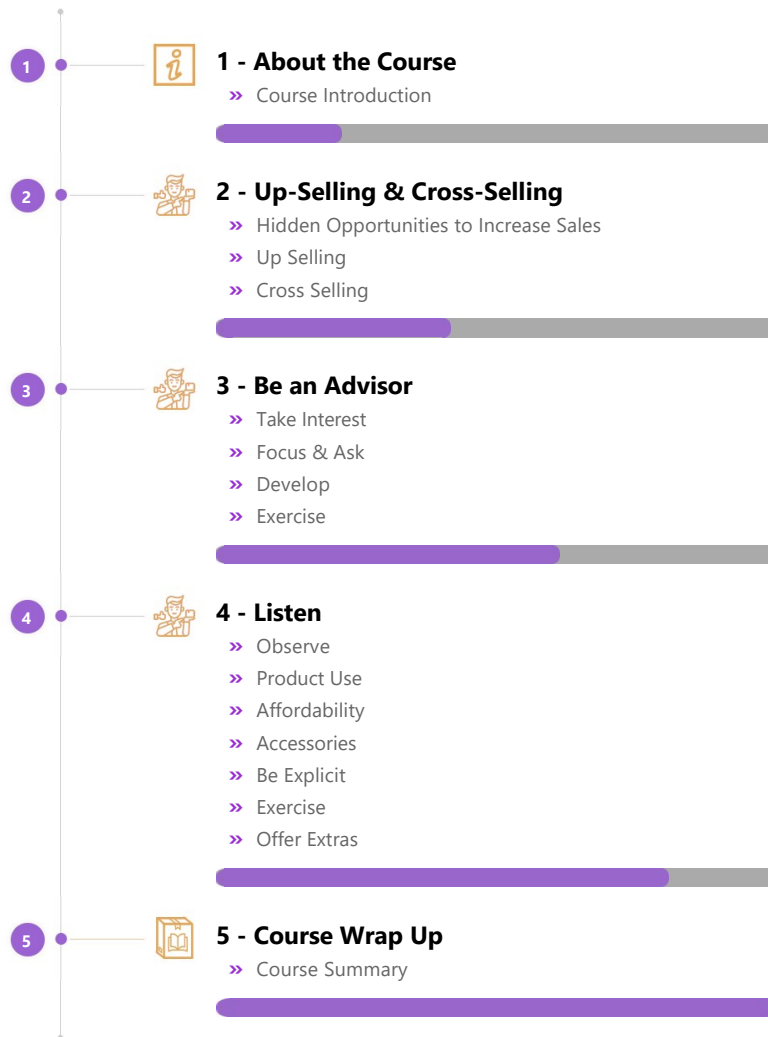
And at the price we offer this course, just one additional sale will repay your investment many times over -- and you'll have the skills for life!

This Advanced Selling Skills training course, like all our courses, has been developed over many years of classroom and online delivery. Content has been thoroughly researched and is constantly updated so it's always leading edge. It's completely interactive and is full of practical knowledge and solutions.

Still wondering whether to do the course?

Just think about this: how much would you benefit if you had better advanced selling skills skills?

Course content for Advanced Selling Techniques



More about the ZandaX Advanced Selling Techniques course

Don't Leave Money on the Table!

Learn effective ways to get even better at selling

"You're leaving money on the table!"

Have you ever heard that expression?

In sales, it happens all the time when sales people fail to recognise opportunities to make higher value and/or additional sales.

In our Advanced Selling Techniques course, we show you how to recognize and take full advantage of these lucrative opportunities.

So you'll learn the anatomy of cross-sells and up-sells, and why you are helping the customer when you offer them. And you'll know the biggest hurdle to adding value to your sales - and how to overcome it.

This course will give you a new set of skills that will enhance your ability to close more sales opportunities -- and get the most from each one.

Watch the modules, revisit them time and again ... and have fun with improving your skills!

Learning format

The course is offered as follows:

You'll learn using easy-to-follow on-screen videos which you can pause, re-run and revisit as often as you like, and also through interactive content with short quizzes and questions appropriate to the course subject. You also get exercises to test your progress that you can use to reinforce your learning.

The course is arranged into modules, each with several lessons. Refer to the course content for more details on what's covered. This combination of videos and interactive content will enable you to get a thorough understanding of the subject.

View this course online

Visit our website at www.zandax.com/advanced-selling-techniques to view the latest details, including related courses, prices and quantity discounts.

Zandax

Zandax – Change Your Life ... Today

All content © Zandax 2023



www.zandax.com