

“ How to Sell” LLC 12 Hour Course 1.5 Days

	Topic
7:30am-8:00am	Welcome & Sales Representative Individual Review & Quiz
8:00am – 9:00am	Relationship Building & Focus on Listening
9:00am – 10:00am	How to Sell
10:00am – 10:15am	BREAK
11:45am – 12:00pm	Durni Dozen
12:00pm – 12:15pm	review
12:15pm – 1:00pm	Debrief & Follow Up
1:00pm -1:30pm	LUNCH BREAK
1:30pm – 2:00pm	Probing Questions. WHO , WHEN.....WHY?
2:00pm – 3:00pm	Using “WHY”
3:00pm -3:15pm	BREAK
3:15pm -5:00pm	Flip Chart Exercise , Product “WHY”
5:00pm-6:00 pm	Messaging & Differentiation- Assignment.
6:00 pm	ADJOURN- Day 1

	Topic
7:30am-8:00am	Review Day 1
8:00am – 9:00am	<i>Messaging & Differentiation & Class examples</i>
9:00am- 10:00am	<i>Messaging & Differentiation- Flip Chart Exercise</i>
10:00am-10:30am	Break
10:30am – 11:30am	<i>Messaging & Differentiation- Role plays – Mini Presentations</i>
11:30am – 12:30pm	Debrief and Follow-up , Targets & Quiz
12:30pm	Adjourn