

“How to Sell” LLC 8 Hour Course 1 Day

	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 WHAT,WHERE,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 & Quiz
6:00 pm	ADJOURN