

## Workshop on “High Octane Selling”

### Training Content

- ✓ Cash Vs KASH
- ✓ Catch 22 – Building Trust
- ✓ Effective Presentation Skills
- ✓ Knowing your customer
- ✓ Communicating with Poise
- ✓ Conducting and Participating in meetings
- ✓ The Selling Cycle (Energy & Heat)
- ✓ The Sales Model – High Octane Selling
- ✓ Effective questioning strategy
- ✓ Negotiating Neatly
- ✓ Closing the sales
- ✓ Managing post sales feelings
- ✓ Role Plays & Certification