

Event Industry Sales Training

TRAINER: DR. TUBY AKINLOSOTU

Excelling in business is our expertise! Dr. Tuby is a sales guru and has used her sales skills to achieve top performer in many organizations for the past 20 plus years. She believes sales skills is the hidden key stopping organizations from making a profit/ increasing their profit margin.

Understanding the psychology of why “they” buy and sales closing techniques is very important. Many event industry owners are crunched with time and demand, causing them to hire quickly and get employees working with no real training.

Thousands of dollars are being lost each day because sales are not being closed. Dr. Tuby will teach your employees how to be confident and close sales naturally.



**Only
\$175 per
employee**

JOIN NOW

**J A N U A R Y 4 T H , 2 0 2 4
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@ C H A T E A U L U X E**



Visit our website for more details

www.aboveonlyleadership.com

In 1-2 training workshops, Dr. Tuby Akinlosotu will train and guide your employees through the principles of personal leadership and successful sales closing.

The training modules are as follows:

Modules:

- 1. Event Industry Sales vs. General Sales**
- 2. Personal Leadership Style and How that Affects Sales**
- 3. DISC Personality Types and the Psychology of Why they Buy**
- 4. The Sales Process**
 - a. Lead Flow**
 - b. Customer Service**
 - c. Building Rapport**
 - d. Overcoming Objections**
 - e. Closing**
 - i. Soft Close**
 - ii. Hard Close**
 - iii. Closing Techniques**
- 5. Follow Up Techniques**
- 6. Written & Email Communication**
- 7. Assertiveness in Sales**
- 8. Professional Communications**

This will be an interactive session with role playing and engagement. Each attendant will receive an e-workbook to follow along with.

****We may need a second training session to go more in depth**

DR. TUBY AKINLOSOTU

Ed.D in Organizational Leadership & Development



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