

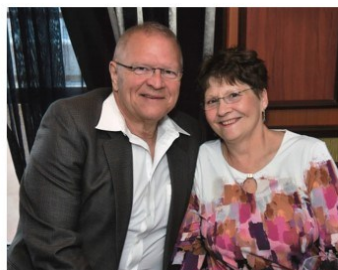
# Virtual Instructor-Led Sales Training

## Sales Pro Professional Selling Skills Online



Sales Pro Professional Selling Skills Online is a highly-interactive sales training program lead by Jim Ullery. Professional Selling Skills helps salespeople effectively discover and address customer needs. This is a research-based sales training program designed to help salespeople incorporate a consistent and repeatable selling approach.

Students anywhere in the world are able to experience this interactive live facilitated sales program regardless of position or tenure.



Jim & Joanne Ullery 239-599-8408 Jim@c4oe.com  
www.ProfessionalSellingSkills.com

**WORLD CLASS SALES & LEADERSHIP TRAINING**

# Sales Pro Professional Selling Skills Online

## Some Important Concepts Covered

- ◆ Opening the Call
- ◆ Probing
- ◆ Transitioning
- ◆ Closing
- ◆ Addressing Indifference
- ◆ Skepticism
- ◆ Misunderstanding
- ◆ Drawback
- ◆ 16 Hours of training plus coaching.
- ◆ \$1795 Per Student.
- ◆ If you have taken our in class program, you may take this at no additional fee. Please contact us.
- ◆ 239-599-8408 or [Jim@c4oe.com](mailto:Jim@c4oe.com)

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## Sales Pro Professional Selling Skills Online Class Dates

### 16 Hour Program

- November 9, 10, 11, 12, 16, 17, 18 , 19, 2020
- November 30, December , 2, 3, 7, 8, 9, 10, 2020
- January 11, 12, 13, 14, 18, 19, 20, 21, 2021
  - February 1, 2, 3 4, 8, 9, 10, 11, 2021

**FUTURE DATES TO BE ANNOUNCED. WE WILL ALSO SCHEDULE DATES BY REQUEST.**



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