

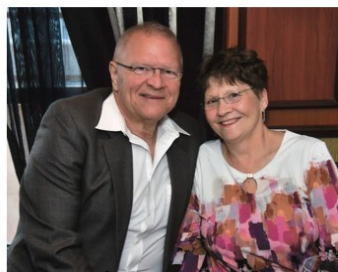
Virtual Instructor-Led Sales Training

Sales Pro Professional Selling Skills Online



Sales Pro Professional Selling Skills Online is a highly-interactive sales training program led 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
 - ◆ Addressing Indifference
 - ◆ Probing / Questioning
 - ◆ Skepticism
 - ◆ Transitioning / Supporting
 - ◆ Misunderstanding
 - ◆ Closing
 - ◆ Drawback
-
- ◆ 18 Hours of training includes coaching.
 - ◆ \$2095 Per Student.
 - ◆ If you have taken our Sales Pro PSS, you may take this at no additional fee. Please contact us.
 - ◆ 239-599-8408 or Jim@c4oe.com

Here are just a few of the discoveries that we have made with our virtual classes:

- Participants do not miss any days of work.
- Students do not have to travel (no hotels, meals or rental cars).
- The material that we cover in class is applicable that very day.
- Each week during the skills application Jim makes himself available one-on-one to assist in the full understanding of the ideas.
- Past graduates can join classes or re-attend the full program.
- All the material for the program is now electronic (visible on phone, tablet, or computer).
- No need for printed bulky books.
- Participants that are not measuring up are defined with top sales management and specialized coaching plans are developed.
- If any students leave your organization within one year, we retrain their replacement without any charge.
- Students always have a lifetime ability to reattend our classes.
- Role plays become highly interactive even in the public class with participants from companies of different disciplines.
- Every class is recorded so that it can be review now and at any time in the future. Only students will have access to their class.
- We ask that cameras are always on during class. This keeps everyone engaged.
- Our Lifetime Guarantee is easy to use with our virtual classes. Ask for details.
- The Zoom platform allows students to question the instructor privately at any time.
- Breakout groups allow small group practice sessions.