

Virtual Instructor-Led Sales Training

Professional Selling Skills

Online Sales Training



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.



**Center for
Organizational
Energy, Inc.**



Jim & Joanne Ullery

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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
- ◆ 15-20 Hours of training plus coaching.
 - ◆ \$2,295 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
 - ◆ *On-Site Programs are \$2,595 per student plus all travel and disbursements.

Here are just a few 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 ideas.
- ◆ Past graduates can join classes or re-attend the full program.
- ◆ All the material for the program is electronic and visible on phone, tablet and computer. No need for bulky printed books.
- ◆ Participants that are not measuring up are defined with top sales management and specialized coaching plans are developed.
- ◆ If any student leaves your organization within one year, we train their replacement without any charge.
- ◆ Students always have a lifetime ability to re-attend our classes.
- ◆ Roleplays become highly interactive even in public classes with participants from companies of different disciplines.
- ◆ Every class is recorded so it can be reviewed now and at any 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.