

# 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.



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**WORLD CLASS SALES & LEADERSHIP TRAINING**

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## Some Important Concepts Covered:

- ◆ Opening the Call
  - ◆ Addressing Indifference
  - ◆ Probing / Questioning
  - ◆ Skepticism
  - ◆ Transitioning / Supporting
  - ◆ Misunderstanding
  - ◆ Closing
  - ◆ Drawback
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- ◆ 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

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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.