

# Sales Presentations that Matter



Your sales professionals need to make persuasive presentations to win business. This workshop will take participants to the next level making engaging presentations that create lasting customers.

## Workshop Options

<b>Pricing*</b>	\$13,000	\$19,000
<b>Max Participants</b>	10	16
<b>Length &amp; Delivery</b>	2-day In-Person or Virtual	
	1 Consultant	2 Consultants

Pricing includes customization, all workshop material, and follow-up coaching for 1 year.

\*Talk with an IFI consultant for additional pricing, content and delivery options.

## Participant Outcomes

- Quickly **organize and design** a customer-focused briefing
- Implement active listening strategies to **understand what your customer needs**
- Develop **customer action strategies** to build long-term customer relationships
- Understand **what drives current and potential clients & communicate clearly** to meet needs

## Material Covered

- The 3-Stages of Relationship Development
  1. Understanding Customers Motivations
  2. Finding Compatibility
  3. Gaining Customer Commitment
- The Process Approach
- Compelling Communication
- The Diagnostic Visit

## Organizational Outcomes

- Improved sales prospect conversion
- Happier sales professionals
- Increased employee engagement



## Just a Little Bit Better

Habits & skills form when we consistently and regularly apply principles, becoming just a little bit better one "drop" at a time.

Our training process transfers skill through:

- **Pre-workshop customization**
- **Engaging, tool-based workshops**
  - Fun, 70% exercise-based workshops
- **Regular post-workshop follow-up**
  - Follow-up for one year following training

Find out more at <https://ifitraining.com/spm>