



consultative selling – the 1 day workshop

Increased results, accurate forecasting, behavioral change, sales effectiveness and consultative selling are all words our clients have used when describing how Conselleo has helped them. Conselleo transforms sales organizations by changing the behaviour of sales people, from selling to solving, increasing their effectiveness while accelerating their results.

Since 1994 Conselleo has trained over 15,000 sales people from a wide variety of industries around the world. By implementing our proven sales management methodology our clients achieve; increased revenues, accurate forecasts & sustainable change in sales behaviour.



What makes Conselleo different?

Our integrated formula for achieving behavioral sales change:

- a proven and easily administered sales methodology
- sales training and follow-up coaching services
- simple and affordable web based tracking software
- a company-wide policy for best sales practices

Our clients include:



special invite by



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CONSULTATIVE SELLING – THE 1 DAY WORKSHOP

Schedule:

Vancouver, Canada

April 9th

Location: The River Rock Casino



THE WORKSHOP OPEN

The Workshop Open includes a 12 month subscription to myCoach our online coaching program as well as a 30 days subscription to our web-based tracking software, Conselleo CSM Xpress. The Workshop Open offers a 100% **money back guarantee**. The investment per seat is \$795.00

Our highly interactive program covers the following modules:

ONE DAY WORKSHOP AGENDA

- ❖ *Consultative Selling Overview*
- ❖ *Setting Up For Success – The Sales Plan*
- ❖ *Staying Focused – The Sales Process*
- ❖ *Positioning To Win – Opportunity Management*
- ❖ *Sales Apprentice – The Game*

To register call 604 531-2878 or www.conselleo.com