



## Sales Workshops

In sales, you sell products and services, but most importantly, you sell yourself. Sales meetings and presentations can be more successful if you gain the trust of your audience or customer. Freedom Through Successful Selling addresses the key elements of the sales process and teaches you how to succeed at any level of sales.

### >> In this program you will learn how to:

- Set effective sales goals
- Improve your sales attitude with key internal tools
- Create a system for approaching prospects
- Generate more high-quality referrals
- Enhance and improve your listening skills
- Give clear, concise and persuasive sales presentations
- Effectively answer objections using a systematic approach
- Prevent sales slumps that sidetrack you from your goals

After this workshop, you will be on your way to the best selling year of your career.

### Client Buzz

“This was an extremely positive experience. The seminar was full of great concepts and you gave us the information we need to implement them. Outstanding, professional presentation on your part! I think this will really make a difference in my business.”

- Tana Holmblad, First Weber

“I enjoyed the communication portion the most. For me, that has made this worth the money I spent.”

- Kelly Marr, Harley Davidson

“I benefited from your class with regard to effective listening, customer interaction, not rushing it and taking control. Thanks!”

- Marc Peters, Pierce Manufacturing



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Freedom to choose > Freedom to grow > Freedom to succeed > Freedom delivered.