



Sales Relationship Training

In the changing realm of sales, the importance of building relationships cannot be overstated. Strong connections can open doors to increased profitability, business agreements attracting new customers and fostering loyalty among existing ones. The aim of this training session is to provide you with insights and strategies, for cultivating relationships with others.

As mentioned earlier relationships are vital in any business setting. They govern how people collaborate attract individuals and loyal customers and expand their reach in terms of demographics and profit margins. Mastering the art of relationship building can lead to businesses, employees and a stronger society as a whole.

This Sales Relationship Training session will help participants understand the role that relationships play in the business world. It will offer guidance on establishing rapport improving connections, with your target audience and enhancing company performance.

Course Overview;

The initial part of the day will focus on introducing participants to one another and discussing the agenda for the workshop. Attendees will also have an opportunity to outline their learning objectives.

By the end of this one-day workshop participants will be able to;

- Recognize the advantages of developing a support network consisting of connections.
- Understand how building relationships can enhance the foundation of your business.
- Use communication strategies to expand your network.
- Identify factors, in building working relationships and apply them in your professional interactions.
- Key interpersonal skills

Focusing on Connecting with Customers;

Participants will explore the concept of selling also known as customer focused sales. They will examine the relationship between efforts and results. Discover activities that yield the outcomes.

Effective Networking;

This session will provide tips on how to engage with others including techniques for remembering people's names.

Influential Factors in Building Relationships;

Participants will gain insight into seven factors that influence relationship formation. Learn how to ensure these factors have a positive impact on their relationships.

The Art of Handshaking;

The handshake often serves as the contact in a new relationship. This session will demonstrate the five elements of a firm handshake.

The Power of Sharing Information;

The Johari Window, developed by Joe Luft and Harry Ingraham offers a perspective on self-awareness. Seeking feedback, from others. Participants will delve into the details of the Johari Window. Learn how sharing information can strengthen relationships.

Mastering Casual Conversations;

This session will cover dos and don'ts when engaging in small talk.

How to Win Friends and Influence People

In this session we will delve into the insights, from Dale Carnegies timeless classic, 'How to Win Friends and Influence People' which offers enduring wisdom.

Building a Strong Network;

Once you have built a network of business connections an important question arises; How can you effectively manage your contacts? We will explore strategies to address this question before concluding the day.

Enhancing Communication Skills for Successful Relationships;

During this session we will focus on two aspects of communication; asking thought provoking questions and actively listening. These skills are crucial for building relationships.

Understanding Non-Verbal Communication;

Did you know that 7% of your message is conveyed through words? In this session we will dive into the remaining 93%. Discuss how to ensure that your body language aligns, with your communication.

Wrapping Up the Workshop;

As the course comes to an end participants will have the opportunity to ask questions and create an action plan based on their needs.

Visit <https://paramountraining.com.au> for more information or call 1300 810 725

