



Script Training

Many things can be simplified in the workplace. It's often more efficient than speaking candidly. A standardised procedure can make it easier to have a consistent approach to all aspects of your company's operations, such as a sales pitch, making routine calls to clients and/or potential clients, or settling appointments with outsiders. A good script can be a great help. Even better, if it is written well and delivered with such enthusiasm and verisimilitude, the spoken dialogue doesn't even hint at its canned nature.

Course Overview

The first part of the session will be spent getting to know the participants and discussing the workshop. Participants will have the opportunity to identify their learning goals.

At the end of this workshop, participants can:

- Learn to construct scripts for cold and warm lead calling.
- Develop verbal communication skills.
- Develop assertive personality.
- Be proficient in telemarketing.
- Learn to set appointments.
- Become efficient when providing necessary information.

Developing Scripts for Cold and Warm Lead Calling

During this session will allow participants to study and implement cold and warm lead calling into their telemarketing strategies to enhance their chances at turning a nuisance into a useful conversation for the other end of the line and a deal for the marketer.

Becoming a speaker

Participants will build up their confidence, study charismatic personalities and from them derive which traits these individuals possess make them successful at persuading others and do reviews on language and its proper usage.

Becoming Telemarketers

Participants will be taught how to apply their lessons on persuasion to a field that does not possess the body language element, and will be taught ways and means to work around with and fully utilise the limited information given to them. Participants will also learn certain practices that must also be

observed when using a phone to book a deal or otherwise speak with a client. It will most certainly involve learning etiquette and adopting the correct mannerisms to speak with them.

Mastering Appointment Scheduling

During this session, participants are taught how to get clients interested enough to book such dates, and are taught strategies that allow them to be as fluid as possible with any settled agreement should unforeseen circumstances arise and appointments have to be cancelled or restructured.

Providing Vital Information

During this session, participants will be taught through live exercises and other experimental models about providing extra necessary information that they'll eventually perfect.

Concluding the Workshop

At the end of the course, participants will have an opportunity to ask questions and fill out an action plan.

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