

Want a V.I.P. event?

(that's Value, Impact, Purpose)

TURNING HIGH LEVEL SALES TALK INTO EVERYDAY LANGUAGE

How did you make that sale happen?

Experience the success skills every salesperson needs to find a prospect, progress the sale, and close the deal:

- Developing a rapport that means something
- Building from agreement
- Guiding the process with questions

Carefully crafted stories lead to demonstrations and exercises that really create a foundation for a salesperson to improve their selling ability. The program is an eye opener for what works and will provide the seasoned sales professional insights into what they are already doing from an entirely different perspective, which often provides them a key insight to attain their next level.

- Qualifying on the key issues that make or break a sale
- Setting expectations at the right moment
- Tying agreement to their buying motives
- Building a lasting relationship by asking the hard questions
- Using full-disclosure as a solution to difficult questions



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Breakout topics & keynote customizations for:

- Hiring & Retention
- Customer Service
- Leadership
- Negotiations & Influence
- Sales, Telesales, Telemarketing
- Time & Project Management
- First Time Supervisor Skills
- Team Development & Enhancement

Fee Schedule

Keynote	1 hour
Keynote w/ session	1 + 1-3 hours

His most requested keynote titles are:

- *You Make it Happen*
- *Cloning the Million Dollar Sales Rep*
- *Negotiation's Magnificent Eight*
- *Laughter is Good for the Bottom-Line*

All programs are customized to the needs of your audience. Satisfaction is 100% guaranteed.