

Powerful Presentation Skills for Salespeople

Whether it's to the team or the tax board, a well-done presentation makes all the difference in the world. Successful presentations make salespeople money, managers promotable, and resources available. This program is for anyone in sales who wants to take charge of their career and success.

Poor delivery costs more than time:

- Sales
- Support
- Career opportunities
- Money
- ...and customers

You *can* learn how to put on a presentation that gets you the results you want: This program will show you how.

You'll learn ways to...

- Anticipate the needs of your prospects ahead of time
- Make immediate connections to your prospects
- Create a compelling case for taking the action you desire

You can guarantee yourself success in sales by your presentation, your delivery and your use of visual aids. Your presentation skills are linked to every aspect of your life and career – not just sales. This program will give you the tools you need to present perfectly and make the sales you need.

You and your people will learn powerful new ways to....

1. Identify the message you want to present.

Determine the key points that are important to your prospect.

2. Take control of the presentation.

Identify the critical questions to take control of the situation.

3. Make the best use of everyone's time.

Discover the five key elements necessary to determine your best time use.

4. Close the sale.

Mentally and physically you need to be ready. Learn to guide the prospect to the same readiness.

5. Get a yes – even after they say no.

Sales is about getting a yes, even they are focused on no.



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