



**ONLINE
NOW!**

MASTER THE SKILL OF INCREASING SALES REVENUE

ARE YOU LOOKING FOR A
PROVEN METHOD TO INCREASE SALES REVENUE?
IF YOU ARE THEN THIS SALES TRAINING IS FOR YOU
AND ALL AVAILABLE FROM YOUR DESKTOP

This sales training
is designed to
empower sales
professionals, sales
managers and
business owners to
get better results than
ever before!

In this program you will discover...

- The seven critical success factors in selling
- Identify your strengths and weakness in selling
- Eliminate your weakest critical success factors in selling
- Learn the (IT + AA + PK + PD) x A = ISS sales success formula
- Identify the five tier levels to sales success
- Sales psychometrics and the associated behaviors
- How to develop and implement a sale strategy to win more sales
- The twenty-one techniques to becoming a prospecting superstar
- How to communicate and engage with prospects as an advisor
- The Doctor's approach to qualifying and selling
- Presenting and presentation skills
- How to handle objections and resolve concerns
- The fifteen closing techniques used by top performing sales people
- How to make sales through networking and strategic alliances

Read more about this program on the flip side of this flyer...

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www.futureprint.org.au

AAS

AUSTRALIAN ACADEMY OF SALES
EXPERTS IN INCREASING SALES REVENUE | RTO CODE: 40547

www.aasales.com.au | 03 9077 7275

PROGRAM & SESSION OVERVIEW OF BSB40610 CERTIFICATE IV IN BUSINESS SALES:

BSBPRO401A DEVELOP PRODUCT KNOWLEDGE

Wednesday, 17th February, 2016 / 8.30am – 11.30am

- Acquire knowledge of products in a specified area
- Convert product knowledge into benefits
- Evaluate competitors' products

BSBSLS407A IDENTIFY AND PLAN SALES PROSPECTS

Wednesday, March 16th, 2016 / 8.30am – 11.30am

- Employ prospecting methods and qualify prospects
- Manage prospect information
- Establish an individualised sales plan
- Complete sales paperwork and reports
- Organise workload effectively

BSBSLS501A DEVELOP A SALES PLAN

Wednesday, 13th April, 2016 / 8.30am – 11.30am

- Identify organisational strategic direction
- Establish performance targets
- Develop a sales plan for a product
- Identify support requirements

FNSSAM402A IMPLEMENT A SALES PLAN

Wednesday, 11th May, 2016 / 8.30am – 11.30am

- Implement promotional strategy
- Prepare distribution channels
- Monitor and review sales plan

BSBCUS402B ADDRESS CUSTOMER NEEDS

Wednesday, 8th June, 2016 / 8.30am – 11.30am

- Assist customer to articulate needs
- Satisfy complex customer needs
- Manage networks to meet customer needs

BSBSLS408A PRESENT, SECURE AND SUPPORT SALES SOLUTIONS

Wednesday, 13th July, 2016 / 8.30am – 11.30am

- Prepare of a sales presentation
- Present a sales solution
- Respond to buyer signals
- Negotiate and finalise sales
- Support post-sale activities

BSBSLS404A SECURE PROSPECT COMMITMENT

Wednesday, 3rd August, 2016 / 8.30am – 11.30am

- Respond to buyer signals
- Negotiate the sale
- Finalise the agreement

BSBSLS403A PRESENT A SALES SOLUTION

Wednesday, 7th September, 2016 / 8.30am – 11.30am

- Prepare for a presentation
- Present a sales solution
- Manage buyer resistance

BSBREL401A ESTABLISH NETWORKS

Wednesday, 5th October, 2016 / 8.30am – 11.30am

- Develop and maintain business networks
- Establish and maintain business relationships
- Promote the relationship

BSBREL402A BUILD CLIENT RELATIONSHIPS AND BUSINESS NETWORKS

Wednesday, 9th November, 2016 / 8.30am – 11.30am

- Initiate interpersonal communication with clients
- Establish client relationship management strategies
- Maintain and improve relationships with clients
- Build and maintain networks

WHEN:

Course commences
Wednesday, 17th February, 2016
8.30am – 11.30am
(Continues 3 hrs, monthly)

WHERE:

Online.
Webinar is streamed live &
recorded for future reference

COST:

\$3,000
(Future Print funding available
for eligible participants)

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