

**BONUS  
OFFER:**  
Sales Competency  
Assessment & Report

# 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...

**future print**

[www.futureprint.org.au](http://www.futureprint.org.au)

**AAS**

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

[www.aasales.com.au](http://www.aasales.com.au) | 03 9077 7275

## PROGRAM & SESSION OVERVIEW OF BSB40615 CERTIFICATE IV IN BUSINESS SALES:

### BSBPRO401 DEVELOP PRODUCT KNOWLEDGE

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

### BSBSLS407 IDENTIFY AND PLAN SALES PROSPECTS

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

### BSBSLS501 DEVELOP A SALES PLAN

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

### FNSSAM402 IMPLEMENT A SALES PLAN

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

### BSBCUS402 ADDRESS CUSTOMER NEEDS

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

### BSBSLS408 PRESENT, SECURE AND SUPPORT SALES SOLUTIONS

- 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

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

### BSBSLS403A PRESENT A SALES SOLUTION

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

### BSBREL401 ESTABLISH NETWORKS

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

### BSBREL402 BUILD CLIENT RELATIONSHIPS AND BUSINESS NETWORKS

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

**WHEN:** 8.30am – 11.30am AEST

Course commences Wednesday, 11th May, 2016 & continues monthly  
8th June, 13th July, 3rd August, 7th September, 5th October, 9th November, 7th December, 8th  
February, 2017, 8th March, 2017

**WHERE:** Training is STREAMED LIVE & recorded for future 24/7 reference

**INVESTMENT::** \$3,000/Future Print funding available for eligible participants

CALL JULIE TODAY TO SECURE YOUR PLACE

**0422 275 084**

**PLACES ARE LIMITED! BOOK NOW!**

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