



The Maximum Achievement Sales Course

Effective Communication and Relationships

Are you maximizing your performance?
Six 3-hour sessions include hands-on practice with personal coaching.

- 1. Build Rapport
Power of Focus** Gain the attention of your prospects
Set goals that motivate you to action
- 2. Generate Interest
Increase Self-Confidence** Uncover and appeal to buyer interests
Use personal experience to communicate more confidently
- 3. Provide Solutions
Motivate Others** Develop solutions that are unique to each buyer
Present ideas that generate action
- 4. Break Through Barriers
Respond to Pressure** Respond to objections with confidence
Apply a proven process to think on your feet
- 5. Effective Negotiation
Disagree Agreeably** Use tools to create a win/win
Disagree with out damaging the relationship
- 6. Master the Sales Process
Power of Recognition** Tie the selling process together
Build skills in creating long term relationships

Results

“We increased our sales 25 percent after working with Maximum Achievement”
Del Creps, CEO, Envision Radiology, Colorado Springs, CO

Contact Us

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