



OVERVIEW

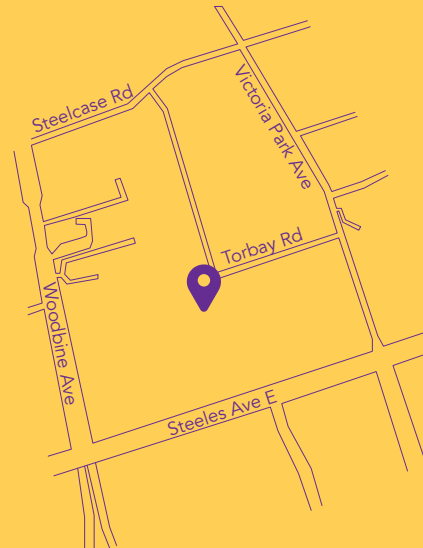
A productive 3-day program that:

- ☆ guides learners from **self-awareness** to face-to-face selling to closing a sale by leveraging **sales rapport** with clients.
- ☆ embraces a collective skill sets - mental preparation, physical face-to-face selling, **rational and emotional fulfilment** of clients etc.
- ☆ develops learners into a **multidimensional professional salesperson**.
- ☆ improves learners to formulate **questioning strategies** as the DNA of a sales conversation.
- ☆ alters buying **perceptions** and turning objections into **buying opportunities**.



OneHub.

A unique innovative center located in Markham designed for SME business owners and entrepreneurs to deepen their understanding of the business world.



Unit 4, 205 Torbay Road, Markham,
Ontario, L3R 3W4, Canada

+1 (905) 305-8883
www.onehub.ca
admin@onehub.ca



Instagram: @onehub_centre
Facebook: @onehubbusiness

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Professional Quotient of Rapport Selling (PQRS)

COURSE CONTENT

DAY 1

- ☆ Transformation of a salesperson
- ☆ Self-awareness, adapt and connect with clients
- ☆ Emotional bridging using the "R" factor
- ☆ Developing your personal business card
- ☆ Value proposition
- ☆ Elevator pitch
- ☆ Partnership vs. salesmanship



DAY 2

- ☆ Goal setting and goal getting
- ☆ Selling steps vs. continuum
- ☆ Needs identification
- ☆ Questioning strategies
- ☆ Risk and consequences conversation
- ☆ Solution(s) proposition
- ☆ Rational and emotional fulfilment
- ☆ Perception management



DAY 3

- ☆ Negotiation tactics
- ☆ Closing the sale
- ☆ Multiple customers engagement/ account planning
- ☆ Sales funnel management
- ☆ Theory of constraint
- ☆ Collaboration with clients
- ☆ Quotient scores



** COJG ELIGIBLE