

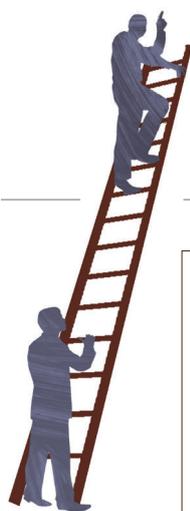
# UPlifting Sales Workshops

> Step UP to Your Infinite Potential<sup>®</sup>



 SALES

OVERVIEW



Infinitus<sup>®</sup> partners with you to build an uplifting customised solution for your professional development needs. The creation of a relaxed atmosphere cultivates an energising and supportive learning environment leaving participants motivated and UP. Workshops can be designed to meet your exact needs using our customised methodology, or you can select from these base programmes.

## **Essential Sales Elevators**

> Optimising opportunities

4 DAYS

Focus on the essential elevators to great sales performance and master the Infinitus<sup>®</sup> eight step framework to achieve uplifting results. This programme can be facilitated in a day combination that meets your needs e.g. two x 2-days; one day/week for 4-weeks etc.

## **Think UP for Sales Success**

> Master the sales mindset

1 DAY

Sales success is underpinned by resilience and optimism. This workshop will assist you in exploring the power your attitude, habits and thoughts have on your energy, focus and results.

## **Maximise your Key Accounts**

> Manage the relationship as a strategic partner

2 DAYS

Step up in status from 'just another supplier' to a 'valued business partner' in your client's eyes. Learn to sell strategically for maximum penetration and engagement! Create a proactive plan incorporating key strategies and tactics which will add value to client's business, increasing their efficiency and effectiveness.

# UPlifting Sales Workshops

> Step UP to Your Infinite Potential<sup>®</sup>



 SALES

OVERVIEW

## **Negotiate UP**

> Fundamental negotiation skills

2 DAYS

Inject power and structure into your negotiations to achieve mutually beneficial outcomes. In mastering the Infinitus<sup>®</sup> four step powerful negotiation framework participants will be tooled up to negotiate their way to infinite new results.

## **Pitch UP, Deliver UP**

> Write and present powerful sales communications and proposals

2 DAYS

How often have you received a 'product dump' from someone and binned it immediately? Or worse, given a 'product dump' to your clients? Learn to spotlight your clients, (not yourself) giving them ample benefits and value in doing business with you. In this two day workshop you'll not only learn to polish your sales pitch through writing powerful sales communication and proposals – but also by verbally presenting them.

## **Pitch UP**

> Write powerful sales communication and proposals

2 DAYS

How often have you received a 'product dump' from someone and binned it immediately? Or worse, given a 'product dump' to your clients? Learn to spotlight your clients (not yourself) giving them ample benefits and value in doing business with you. Polish your sales pitch through writing powerful sales communication and proposals. Utilise the Infinitus<sup>®</sup> five step process to develop fast and effective sales communication that gets results.

# UPlifting Sales Workshops

> Step UP to Your Infinite Potential<sup>®</sup>



 SALES

OVERVIEW

## **Networking with Confidence**

> Maximise every networking encounter

3 HOURS

Expand and build your client base through optimising every networking encounter. Whether it's an informal socialising event to a more formal client seminar or conference, the same key principles apply. Make the most of these prime opportunities and take the 'mix and mingle' to a whole new level. Get powerful results and find out how much fun networking actually is.

## **Deliver an Exceptional Customer Experience**

> Delight your customers

1-2 DAYS

With the whole online world at their fingertips consumers today have more choice and power than ever before. Today's successful businesses are recognising their only sustainable and unique point of difference is the experience they offer their customers. Customer relationships both internally and externally are the only thing that cannot be replicated in today's transparent market place. Thrive in this new environment by embedding the mindset and proven tactics to deliver exceptional customer experience.

## **Your Call Your Opportunity**

> Inbound telesales with a difference

2 DAYS

Empower yourself knowing every call is 'Your Call and Your Opportunity'. Master the Infinitus<sup>®</sup> ten step value-added sales and service framework and talk your way up the sales charts.

# UPlifting Sales Workshops

> Step UP to Your Infinite Potential<sup>®</sup>



 SALES

OVERVIEW

## Value UP your Out-calling

> Outbound telesales with a difference

3 DAYS

Tool up with a plethora of tips and techniques to transform your sales calls and enjoy them. Master the Infinitus<sup>®</sup> eight step exceptional telesales framework to uplift your telesales capability.



**Training Techniques** > These workshops are highly interactive involving uplifting individual, paired and group exercises. Discussions, case studies and brainstorming sessions ensure a practical edge and put theory into practice.



**Pre-work** > For the best traction and engagement participants complete a pre-work assignment. This analysis of workplace situations is intended to be thought provoking and a great foundation for the training. Pre-work allows us to hit the ground running at the workshop with real-life information.



**Follow Up** > Each participant will create an action plan to ensure continued self-development in the workplace and the greatest gains for the organisation.