



Maximum Sales Performance Workshop

Training is most effective when it is consistent. It is vital to keep new skills and concepts top-of-mind. Old habits are comfortable and easy. Participants need constant stimulation and motivation to put new techniques to work.

Maximum Sales Performance Workshop is a one-day program designed to follow the *Maximum Sales Success* program. The workshop provides participants an opportunity to review the most critical elements of the initial sales program, as well as polish and practice their newly acquired skills and sales discussions.

Key Topics

- ★ MAX Sales Review
- ★ Numerous Practice Exercises
- ★ Taping of Critical Sales Presentations
- ★ Effectively Addressing Common Objections
- ★ Friendly Feedback from Participants & Facilitators

Maximum Sales Performance Workshop reviews the most critical sales presentations. Participants will participate in numerous team and group practice exercises to ensure the comprehension and successful execution of key information. An extremely safe training environment is established so sales representatives can comfortably polish their new skills and receive friendly feedback from others in attendance.

This course also incorporates *Effective Communication Skills ~ Using Words that Sell*. Participants refine their selling language by incorporating powerful language, and avoiding words and phrases that can sabotage their effectiveness.

Program Benefits

- ★ Practice of newly learned skills ensures they are retained and applied ~ and most importantly, producing results.
- ★ Taping ensures accountability, as well as allows participants to see their sales communications through the eyes of their clients.

Reinforcement is Critical to Success

- ★ Research shows up to 97% of what is learned in one day will be forgotten after seven days if it is not reinforced.
- ★ This program, along with ProMax reviews, ensures implementation!