

NLP for Sales training - 1 day

NLP is an ever-growing collection of information, insights and mental techniques that can enable you to improve how you think, behave and feel - and assist others do the same.

The main focus of the NLP for Sales course is on:

- How language and rapport building works and how it can be used most effectively, to increasing your effectiveness within any sales situation.

NLP for Sales Training Course Objectives:-

On completion of the NLP for Sales course you will be able to:

- Build deep levels of rapport with others quickly and easily
- Communicate far more effectively and precisely
- Use language elegantly and efficiently in all your sales presentations and pitches
- Use the art of non-verbal communication
- Attract and hold a customers attention
- Elicit others co-operation
- Develop both conscious and unconscious rapport with others
- Read people more accurately

NLP for Sales Training Course Content

Topics for Exploration:

What is NLP

What is NLP and how can it help you

Building Rapport

Meet people in their world to communicate with exquisite skill

I see what YOU mean

Discover the difference ways in which we all experience the world

Noticing other people's behaviour

Learn to tune into other people's body language and verbal cues

In this programme you will be taking part in a highly effective personal and professional development experience. You will be learning in a practical, hands-on manner through short lectures, practical exercises and discussions and through applying what you learn in your own life between the training sessions.

NLP for Sales who should attend:-

- Sales staffs who wish to use communication skills to elicit the best response from colleagues and customers, a must for any sales staff looking for peak performance.