

Selling Skills Training:

A series of targeted sales training workshops are delivered to the sales team or those staff members who may play a role in working with prospects and referral sources. Programs are designed to include as much or as little training as is needed from a menu of topics including:



ALL TOPICS AVAILABLE: Instructor Lead or Online Module

- The Foundation Concepts of the Sales Process
- Prospect Management: Improving Discovery
- High Efficiency Selling: Overcoming Objections and Closing the Sale
- Turning Inquiry Calls and Emails into Appointments
- Conducting the Community Tour
- Selling to Referral Sources to Generate Leads
- Selling the Physicians to Develop Referral Relationship
- Building Your Presentation to Referral Sources
- Building Your Presentation to Prospects
- Answering Inquiry Calls
- Maximizing Internet Leads and Referrals
- Appointment Setting

- Tele-Sales (Inside Sales)