



Relationship TeleSelling

Telesales training that builds relationships and produces results

Relationship Teleselling is designed for the company that sells complex products or services with a long sales cycle...or requires a strategic, consultative sales approach...one that builds client relationships. Through **Relationship Teleselling**, your telesales reps will learn to listen effectively and adapt their sales message to appeal to their prospect's communication style. This builds rapport and enhances the effectiveness of every prospect conversation. They will also learn to strategically use questions to maintain control and make the sale. This three-day course includes eight modules that provide a comprehensive advanced telephone selling skills curriculum.

Course Outline

Module 1: Relationship TeleSelling

Module 2: Understanding Styles

Module 3: Analytical Listening

Module 4: Selling With Style

Module 5: Opportunity Analysis

Module 6: Building Rapport

Module 7: Building Value

Module 8: Confirming Commitment

Course Methodology

Student Work Books - Verbal Discussions - Written Exercises - Role Plays

Optional Add-ons

Follow Up Monitoring & Coaching
TeleSales Desk Reference Development
Performance Plan Development
Supervisor Skills Training

BETTER TELESales RESULTS!

Participants who complete Relationship Teleselling are more confident, more in control and more focused on sales results. They are better prepared to make more sales.

MORE SATISFIED CUSTOMERS!

When telesales reps effectively use the Relationship Teleselling skills, customer needs are better addressed, your sales stick and more satisfied customers leads to more repeat business.



**Call Amtech Marketing to schedule telesales training
that will positively affect your bottom line.**

Call today 888-546-4844

303-814-1370

www.amtechmarketing.com