

SALES DEVELOPMENT

Register now for our next training workshop to boost your summer sales



Sales are the main source of income for all companies ... an accurate development strategy is needed to generate positive ca\$h-flow. This workshop will help entrepreneurs and sales people develop the skills needed to surpass sales targets.

After completing the Sales Training Program, you will be able to:

- Manage your personal development and sales processes
- Go beyond your self-limiting beliefs
- Enjoy increased sales and the accompanying lifestyle

Trainer Profile

Jade W. Dagher is the owner of EXPAND, a consulting firm specialized in financial planning and corporate benefits. He has over 9 years experience as a business and financial planning consultant and has conducted development training workshops for over 400 clients. He has been delivering his Sales Team Development Program since 2006 and has helped his clients realize significant growth ratios. Jade is also a certified Cisco Entrepreneur Institute facilitator.

Workshop Outline

Initial skills assessment prior to workshop and again upon completion of the workshop
Training on each step of the sales process

Personal Development – 1 day

- Leadership skills
- Goal setting
- Dealing with fears
- Managing habits
- Wheel of life balance
- Self motivation
- Body language
- Communication
- Business etiquette

Personal Management – 1 day

- Personal business planning
- Routing
- Stress management
- Time management
- Reporting
- Self management
- Database management

Sales Skills – 2 days

- Prospecting
- Telephone calls
- Approach
- Follow up
- Handling objections
- Closing
- Servicing
- The hidden mistakes in sales
- Presentation skills
- Referral taking

Testimonials from corporate workshop participants

"We really liked the training. We felt the sales people benefited from the program, changed on the personal- and the business levels, and we're all very happy."

-Nadia Rai, Administrative Manager, Medatco

"Jade recruited and trained three of our sales people who then realized a 60% increase in revenues during their first year with the company."

- Ralph Mouawad, Administrative Manager, Middle East Granite

Testimonials from individual workshop participants

"The facilitator and the in-class interaction were the strengths of the program."

-Ziad Harb, Business Development Manager, BCC Logistics

"Clear points, valuable information regarding sales, very interactive, valuable tools to organize and sell! Jade's enthusiastic approach gave me the push and confidence to perfect my selling techniques and enjoy the sales process. Thank you."

- Lynn Hajj, Co-Owner, Extravagant Co.

FOR A MOVIE TESTIOMIAL, PLEASE CLICK [HERE](#)

Workshop Details

Date: Saturdays: June 23 | June 30 | July 7 | July 14

Time: 9 am – 6 pm

Venue: AMIDEAST/Lebanon's office in downtown Beirut

Cost: \$800

Includes training fees, materials, and coffee breaks as well as an initial participant skills assessment prior to the workshop and a second assessment upon completion of the workshop

Payment Method: Cash, check, or wire transfer

Registration Deadline: June 20, 2012

For more information or to register, please contact:

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