



Compelling Selling

Advanced Listening and Engagement Techniques

for sales teams

problems solved

- ✓ Inability to fully engage your prospects
- ✓ Struggles with telling a compelling “story”
- ✓ Difficulty overcoming objections effectively
- ✓ Lack of confidence in communication and appearing indecisive
- ✓ Occasional lack of focus

benefits

- + Higher conversion rate
- + Increased repeat business
- + Accelerated new client acquisition
- + Mastery of new skills to strengthen present sales techniques
- + Powerful focus

how we do it

Your sales team will participate in a series of fun, and uniquely transformational exercises and activities based on the principals of improvisational skills that will enable them to achieve specific goals such as: how to quickly build rapport, how to know when to stop talking and start listening, how to think on their feet, how to ask great questions, teambuilding, and they will learn the art of mastering “compelling storytelling” skills. The exercises and activities start off very simply and provide the participant with the ability to have a great time while breaking down barriers & inhibitions therefore allowing for a relaxed, creative mind to emerge. After learning & mastering the skills taught, we apply them to “real life” situations that are currently challenging your team and organization.

These workshops come in segments of 2 hours, 3.5 hours (half day), and 6 hours (full day) depending on group size and goals.



play for **SUCCESS**

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