

Winning Negotiations

With the help of the internet, information on anything is available in seconds, at the touch of a button. Customers are more aware of the product, price and how to negotiate, they have become "info savvy". At times the customer will know more about the product and its price than the salesperson. Negotiating skills are therefore more relevant and critical to any business and salesperson.

So how do you negotiate with a knowledgeable client? What do you do or say?

How do you justify the client paying more for your product?

In this half day seminar you will learn:

- How to Negotiate
- To be transparent
- The rules of Negotiation
- How to add value
- The art of Qualifying
- To gain confidence through knowledge
- To justify your Price/Fee/Commission
- Never to pay full price again

And much, much more!

About the speaker

Our Training Facilitator has over 3,000 hours of training experience, extensive business and marketing experience and is a specialist in his field. He conducts his training sessions with passion, enthusiasm and purpose.

"At **Totally Focussed Training** we don't believe in any quick fix remedies. Our goal is to have our clients leave with tools that will help them change their lives."



TOTALLYFOCUSSEDTRAINING

"focus creates opportunity"

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