



SALES POWERED BY SERVICE

The Solutions Series

- *Sales Powered By Service* is a two to three hour *SuperHost* skill polishing workshop that supports front-line employees to be more effective sales representatives through a service focus.
- Delivered by certified *SuperHost* trainers, *Sales Powered By Service* can be customized to address specific customer service training needs for any business or employer. For customized sessions, a needs assessment is completed in consultation with a client prior to conducting a workshop.
- The *Solutions Series* workshops are effective training tools for anyone who is dedicated to providing exceptional customer service.
- Presented in a highly interactive, informative and fun learning environment, participants are encouraged to take ownership of their role in influencing customers' buying processes.

The objectives of the *Sales Powered By Service* workshop are:

1. Review the sales cycle and how it influences your customers' purchasing decisions;
2. Discuss the value of knowing your products/services and the needs of your customers;
3. Understand the impact of "moments of truth";
4. Explain the benefits of selling beyond the basics.

"The workshop touches on great key points of selling, keeping it light and making it fun!"

"There were lots of great examples that made everything interesting and enjoyable."

For more information on workshops in your area, contact:

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