

# Let's F.A.C.E. it: You Are in \$ales

Training | Keynote



Are you in sales? Regardless of your position, everyone is in sales. You sell yourself, you sell your ideas, and you sell your company's brand and products. This customer-focused sales training program is appropriate for face-to-face as well as over-the-phone situations with customers.

## Objectives

During this program, you will learn how to:

- Understand your DiSC® style
- Recognize and understand customer buying styles
- Adapt your sales style to your customer's buying style

## Format

This interactive program uses experiential learning techniques such as self-assessments, large and small group discussions, team projects, and best-practices.

## Ideal Size

**Keynote:** No limit

**Training:** Up to 36 people

## Length

**Keynote:** 30-90 minutes

**Training:** 3-6 hours

## Target Audience

This program is appropriate for those who are afraid to sell as well as those with years of experience.

## Typical Uses

Customer service & sales training, team meetings, luncheons

## Agenda

Each participant will complete the NEW Everything DiSC Sales Profile® to learn how to connect better with customers based upon these eight priorities and preferences:

- Action
- Enthusiasm
- Relationships
- Sincerity
- Dependability
- Quality
- Competency
- Results

## Material Options

**Training:** NEW Everything DiSC® Sales Profile, Customer Interaction and Style Guides, Personality Styles mouse pad and handouts for \$125 per person, plus one Everything DiSC Facilitator Report \$100, Team View \$5, Everything DiSC Group Culture Report \$100

**Keynote:** Handouts and DiSC Preview® for \$10 per person