

# PRO-PAYBACK Selling® in Action

## COURSE OVERVIEW

### Turn your knowledge into real selling power!

- Gain valuable insight into what others see, hear and feel when you sell!
- Refine your questioning, presenting solutions and objection management skills during tailored role-plays with constructive feedback
- Understand how to master your Emotional Intelligence to improve customer relationships
- Improve your time management skills to free up time for more prospect and customer interactions to increase sales

In such a competitive world, it's the personal touch coupled with best practice processes that ultimately 'wins' business. Using Tack TMI's PRO-PAYBACK Selling 10 step model, learn how to maximise your selling time, plan and prepare for customer interactions, practice your questioning, present solutions with You Appeal® and manage any objections professionally to close more business.

As a professional salesperson, your Emotional Intelligence needs fine-tuning so that you can connect and communicate with your prospects and customers at the highest of levels to achieve maximum gain and improve success. PRO-PAYBACK Selling® in Action will teach you the skills needed to do this.

For further information visit [tacktmi.co.uk](http://tacktmi.co.uk). If you would like to speak to a member of the team call 01923 897 900 or email [uk@tacktmiglobal.com](mailto:uk@tacktmiglobal.com).



**2 Day Interactive & Practical Course**

**Cost: £1,199 +VAT**

Visit [tacktmi.co.uk](http://tacktmi.co.uk) for further information

### SUITABLE FOR:

Those who have completed Tack TMI's PRO-PAYBACK Selling course. This course will develop and strengthen your existing skills, adding a new dimension to your selling.

## YOU WILL LEAVE THIS COURSE ABLE TO:

- Confidently apply the PRO-PAYBACK process to every sales conversation
- Test planning, organisational and decision making skills with a view to maximising sales efficiency
- Examine how platforms like LinkedIn and other social media can be used during the sales process
- Master your Emotional Intelligence to improve customer relationships
- Confidently present solutions and manage objections
- Complete an offer analysis
- Manage your time effectively to increase prospect and customer interactions
- Write clear and effective e-mail follow ups
- Use best practices to develop and continue relationships with customers
- Use You Appeal® and a variety of other techniques to win commitment from prospects