

IMPROVING SALES RESULTS

WWW.MORTONKYLE.COM

Carol Griffiths MBA

carol@mortonkyle.com

0779 002 1885

Sales Training for Ambitious B2B Sales Teams

- Fill your sales pipeline with high quality, well qualified sales prospects, that close
- Use a friction-less sales process
- Learn first-class qualification and objection handling skills
- Positively differentiate you / your offer from the rest
- Maximise sales conversions using Value, Risk, Price
- Reduce lead churn, discounts and rejection

WHY YOU SHOULD ATTEND?

- **Great sales pipeline building take-a-ways - ready to go**
- **Practical, high-impact - fill the sales pipeline with high quality / quantity of booked sales meetings**
- **Use the latest sales / selling techniques and frameworks to build high impact, no-brainer proposals / presentations that convert to orders**
- **Take control of the sales process, - eliminate competitors, lead stalling, rejection, discounting**
- **Generate referrals / introductions consistently**
- **Discover how to cross-sell / up-sell**

- **Make the close a natural part of the sales process**
- **Hit sales targets faster with confidence using good sales habits / revenue generating activities daily**
- **Learn how to use your sales pipeline and sales forecast as your very own crystal ball...**

**To find out more - hit the link
<https://www.mortonkyle.com/the-sales-improvement-workshop-2>**

**or for more information call Carol on
0779 002 1885**

The Sales Improvement Workshop