



Workshop Abstract

Session: Selling in Times of Change

Change is constant and is happening at an increasing rate. Individuals who know how to inspire, challenge and get results during changing times are critical to an organization's success. The goal of this workshop is to equip leaders and sales professionals with the insights and skills necessary to inspire confidence, trust and loyalty in difficult or changing times.

Our Workshop

In this interactive session participants will:

- ✓ Explore the role of skepticism in times of change and learn how to avoid the 3 traps that turn skeptics into pessimists
- ✓ Identify the different psychological stages individuals go through during change and learn how to navigate these effectively
- ✓ Identify and problem-solve specific blocks that even top performers can experience in change
- ✓ Explore 7 elements of trust and apply them to their sales style
- ✓ Interact with a 3-step model for selling during times of change

Contact information

For further information on these sessions feel free to contact us at Advantage Coaching & Training, Inc., 480 East Roosevelt Rd; Suite 105, West Chicago, IL, 60185; phone: (630) 293-0210 x 102; email: info@advantagecoaching.com.