



# Online Training Workshop

# Sales, Support, & Solutions

- Face resistance while selling!
- Devise a winning offer for your company & customers!
- Proposed a GREAT idea but the other side turned it down!
- You had a GREAT idea but no-one to tell it to!
- You had a GREAT idea which many, MANY prospects liked to hear about...!
- You pick order or make a sales deal!



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# Sales Expert Program

- ⊙ Introduction of Theory of Constraints
  - Five Focusing Steps
  - Types of Conflicts / Dilemma
  - Evaporating the Conflicts / Dilemma
  - Un-desirable Effects
  - Negative Branches or Outcomes

- ⊙ Sales and Support
  - Clients Vs Supplier perception of Value
  - Devising a winning offer

- Transition to Sales
- ⊙ Bringing change in life by changing the selling process
  - Case Study of a current scenario
  - ways of selling a offer
  - Layers of Resistances and how to overcome
- ⊙ Selling the Winning offer
- ⊙ Increasing the chances of conversions
- ⊙ Solutions for Sales

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**CgMinds**™

For further information about  
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