



# Three Rivers Sales Academy

## Are you looking to enhance your Sales and Marketing Skills?

This comprehensive series delivers the fundamentals and more advanced aspects of selling. Regardless of what you sell, we can help you build on your skills and competencies to move to the next level.



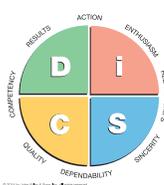
### Sales and Marketing Fundamentals

Participants will get a good overview of the sales process, plus some sales tools, that they can use to seal the deal. Participants will become more confident, handle objections, and learn how to be a great closer.



### Overcoming Sales Objections

This is an essential part of the sales process, as it will open up a whole new set of opportunities, producing new sales and provide an ongoing relationship with new clients. Objections will always occur no matter the item being sold or presented.



### Everything DiSC® Sales

Everything DiSC® Sales is a personalized learning experience. Participants learn how to read the styles of their customers. The result is salespeople who adapt their styles to connect better—and close more sales.



### Negotiation Skills

This workshop will give participants a sense of understanding their opponent and have the confidence to not settle for less than they feel is fair. You will learn that an atmosphere of respect is essential.



### Prospect and Lead Generation

Participants will begin to see how important it is to develop a core set of sales skills. By managing and looking at the way people interact and seeing things in a new light, you will improve on almost every aspect of your sales strategy.



### Communication Strategies

Our workshop will help participants understand the different methods of communication and how to make the most of each of them. These strategies will provide a great benefit for any organization and its employees.



### Customer Service

We will look at all types of customers and how we can serve them better. You will be provided a strong skillset including in-person and over the phone techniques, dealing with difficult customers, and generating return business.



### Sales Action Plan

We will work with you to establish a personalized Sales Action Plan. As we progress through the training series, you will continue to improve and enhance the plan.

***We will do 1:1 three and six month follow up with you on progress made.***