



SELLING SUCCESSFULLY

Effective **high performance selling** is important to the success of any kind of business. Whether you are a salesperson working at the customer interface or a sales team manager, achieving the best possible results will be determined not only by your knowledge of your own product, but also by your understanding of your customers and the communication skills you can bring to bear to clinch a sell.

‘Selling Successfully’ **covers every aspect** of the sales process, providing advice on taking the right mental approach, organizing yourself, understanding and working with your customers needs, and building essential skills such as presenting and negotiating. It includes invaluable advice on running a sales team and is supplemented by useful do-able tips scattered throughout the seminar.

Like many fundamental skills, selling successfully is a learnable and versatile tool and only a little alteration many of these approaches are equally applicable to your personal life, where on a continuous basis you sell your ideas and attitudes to others.

This is the ideal seminar for a wide variety of people who either are sales professionals or intend to be one or simply want to refresh themselves with new ideas and knowledge in SELLING.

Have the best day of your life and change yourself. Be the very best that you can be and be successful in your personal and professional spheres.

Suitability: Entrepreneurs, front office personnel, sales executives and managers.

Trainers: D. Mukhopadhyay Director and CKO
Kanak Jain MD and CEO



SUSKAN CONSULTANTS PRIVATE LIMITED

Nilhat House, 6th Floor. 11 R. N. Mukherjee Road.
Kolkata – 700001. Ph: 033 40053570 – 8. Fax: 033 22484530
Email: help@asksuskan.com Website: www.asksuskan.com

Session Details

09.30 to 0945	Registration and Introductory remarks
0945 to 1100	Selling: The Art and Science of making a deal Workshop: 'Role play: Make the deal'
1100 to 1115	Tea break
11.15 to 0115	The Selling Cycle: Details of the selling processes involved
1315 to 1400	Lunch break
1400 to 1615	Objection handling in selling
1615 to 1630	Tea break
1630 to 1745	Workshop: 'Role Play on new ideas to increase sales' Self assessment
1745 to 1800	Conclusion and vote of thanks

Contact Person for Bookings

Miss Vidya Mukherjee
Organizer
Seminars and Workshops.
Phone (033) 40053570-8

Note: Bookings are on a first come first serve basis.



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REGISTRATION FORM

SUSKAN WORKSHOPS
Powerful Selling Skills
9th August 2008: Peerless Inn, Kolkata

Delegate Fee: Please tick the relevant category:

- Individual Rs.1500+12.36% Services Tax = Rs.1685
Early Bird(before 30th july,2008) Rs.1350+12.36% Services Tax = Rs.1517
Group (for 3 and above) 10% Discount.

The following participants(s) would attend:

Table with 2 columns: Name, Designation. Rows 1, 2, 3 with blank lines for input.

(For additional nominations, please use a photocopy of this form)

Enclosed please find our Cheque/DD No. Dated

For Rs. drawn in favour of "SUSKAN CONSULTANTS PVT LTD." Towards delegate fee.

Nominated By:

Name Designation
Company
Address
City Pin
Telephone (O) Mobile
Fax E-mail

Signature Date

(Since there are limited seats, Pre- Registration is a must)