

How much time & money do you spend on Advertising, recruiting & training of new Sales Staff?

Our service and expertise in securing and Training Retail Sales Staff is **FREE** to you.



At TrainThem, we know our stuff!!!!

We Advertise - We Select Them - We Induct Them - We Train Them

and

You Hire Them at no cost to Your Company and under your Terms and Conditions

Each month we select & secure a number of positive & committed applicants who want to join the Retail Industry in Sales.

All of our applicants pay for their own training and are therefore focused on wanting a long term career in Retail Sales.

Each month we will send you an overview of our Graduates and you may request a full resume and arrange to interview your selected Graduate/s

We book all interviews at a time to suit you and there is **no fee** to you or your Company for this service.

Simply email triciasmith@trainthem.com.au

or call 02 8488 6229 / 0437 874 184 to arrange for resumes and interview times

TrainThem – committed to training and career placement to the Retail Industry since 1986

Sales Graduates committed to their career

Graduates can -

- Learn product knowledge and store procedures
- Implement the Sales Process by
 - Making initial customer contact
 - Providing excellent customer service
 - Taking control of the sale
 - Assessing customers' needs and wants
 - Selecting the right item/s to show and narrow it down to avoid customer confusion
 - Presenting and demonstrating the item/s
 - Dealing with and overcoming objections
 - Asking questions to discern between customers excuses and real concerns
 - Leading the customer to emotional ownership to enhance purchase and up sell
 - Talking delivery and costs
 - Closing the sale and establishing deposit or full payment
- Following through by
 - Securing referrals
 - Ensuring customer post purchase satisfaction therefore securing customers for life
 - Creating sales opportunities away from your showroom



Sell and Profit - Professional Sales Training by Joe Teagh (Master Sales Trainer since 1986)

The 'Sell and Profit' Professional Sales Training incorporates motivation and empowerment for sales people while providing real skills, formulas and content.

Professional sales training will boost all the measurements of success:

- Achieving and surpassing sales targets
- Closing bigger deals
- Shortening the sales cycle
- Boosting revenue and making more money



IN HOUSE SALES TRAINING with JOE TEAGH

RESULTS DRIVEN and COST EFFECTIVE

COULD YOUR SALES TEAM PERFORM BETTER?

DON'T BLAME THEM

DON'T FIRE THEM

LET JOE TEAGH TRAIN THEM

JOE'S TRAINING IS GUARANTEED TO:

INCREASE CLOSING RATIO BY 30% TO 50%

ACHIEVE A BETTER AND ENTHUSIASTIC PRESENTATION OF YOUR PRODUCT

EFFECTIVELY UP SELL

IMPROVE YOUR CUSTOMER SATISFACTION INDEX

GENERATE OUTSIDE SALES OPPORTUNITIES

GENERATE MORE REFERRALS FROM ALL SOURCES

REVIVE & MOTIVATE YOUR SALES STAFF

Contact Tricia Smith (triciasmith@trainthem.com.au) or call Tricia on (02) 8488 6229 to arrange a meeting with Joe Teagh to discuss how this Training could benefit you and your Dealership.

All in house training is conducted mornings from 8.30 am to 12 noon at your premises or ours for up to 10 attendees (3 to 5 mornings depending on numbers) and your staff can return to the showroom floor each day and immediately begin applying their new skills.

Training is suitable for both newbies and experienced sales staff.



(Program Contents)



THE COMPLETE Joe T - Retail Sales



“SELL & PROFIT PROGRAM”

SELL AND PROFIT – Content Overview

Preparation

- Sales people come from all walks of life
- Expose yourself
- Create the opportunity
- Look at you
- Body Language

Commitment and Focus

- Setting your goals
- Self-analysis
- Make it happen

Emotional Selling

- What is selling?
- Investing Time
- What motivates people to buy?
- Create emotional ownership ahead of purchase
- Build value
- Read your customers

Take Action

- Inspire trust
- Eliminate the “motor mouth syndrome”
- Be the compass
- Create comfort and reassurance
- Control the sale
- The “What if” factor
- Control questions
- Beware of boxed in questions
- Lead with questions

Objections

- Define the objection
- An excuse in the form of an objection
- Genuine concern in the form of an objection
- The formula
- The formula in action

Customer Contact

- At the showroom
- You look like
- Don't burn the customer
- Identify your customer type

Qualification and Fact Finding

- Assess and identify
- Feel and visualisation
- Making your presentation
- It's easier to own than buy!

Emotional Commitments

- Customer resistance

Finalise and Close & Follow Through

- Closing in all situations
- Securing referrals

Congratulations

- Learn the program
- Relax!
- Practice your smile & voice projection
- Get started