



Sandler Training Trustpointe

invites you to a

Sales Mastery Test-Drive

Thursday, February 1st

8:00 to 10:00 am

“Questioning Techniques - Can Asking Questions Be the Answer?”

Does this conversation sound all too familiar?

Sales Manager: How did your meeting with ABC Supply go?

Salesperson: It went really, really good.

Sales Manager: Great! When do you expect to get the P.O.?

Salesperson: He said we were on the top - and we should get it in 2 weeks.

(Three weeks later)

Sales Manager: Have we received the P.O. from ABC Supply? I haven't seen the order yet.

Salesperson: Uh, no, we haven't. I have been having a little trouble getting ahold of them. He won't answer my calls or emails.

Hmmmm. Smell a little **Mutual Mystification** in this conversation?
The fact of the matter is the salesperson had nothing from the beginning.

At Sandler Training Trustpointe, our Best-In-Class sales people know how to:

- Gain clarity on each call through effective questioning techniques
- Come back from every sales call with “Admissible Evidence” of either a Yes or No; you are either going to do business or not with a prospect
- Maintain control of the sales process with a clear understanding of a Go/No-Go Strategy

In this fast paced two-hour session, we will help you alleviate Mutual Mystification in your sales team and win more *qualified* customers?

Call 317-845-0041 or email Chris.Roberts@sandler.com to reserve your seat or for more information.

