



Building Relationships

No one questions that making friends is a good thing. In this workshop, you are going to discover that the business of business is making friends, and the business of all sales professionals is making friends and building relationships. Strategic friendships will make or break any business, no matter how big and no matter what kind of market.

How You Will Benefit

- Learn the secrets to being a friend in sales
- Identify strategies for building strategic sales relationships and finding personal fulfillment in the process.
- Enjoy more sales success

What You Will Cover

- How to get people to like you
- Influences in forming relationships
- Building customer relationships
- Self-disclosure
- How to win friends and influence people
- Communication skills
- Sending the right non-verbal messages
- Managing mingling
- Networking effectively
- Developing an effective handshake
- Business card do's and don'ts
- Tips on remembering names

What's Included?

- Instruction by an expert facilitator
- Small interactive classes
- Specialized manual and course materials
- Personalized certificate of completion

