

CONSULTATIVE SALES TRAINING

AT YOUR PREFERRED LOCATION



INTERACTIVE EXERCISES • ROLE-PLAYS • LECTURE • DISCUSSION • SALES TECHNIQUES • NETWORKING • ACTIVITIES

Consultative Sales Training offers the same core aspects of the Advanced Wireless Sales Training but in a more condensed time frame. This four hour course, designed for Store Managers and Retail Sales Associates delivers the key elements to becoming a Trusted Advisor and Solution Provider in the increasingly competitive wireless marketplace. Course line-up includes wireless sales training, basic product positioning, best practices, role playing introduction, and valuable information that can be used to increase attachment rates, encourage repeat business, and generate referrals. Sign up and send your staff for as low as \$100 per person.

WHO SHOULD ATTEND?

■ Store Managers

- Discover techniques to help your staff quit selling and Make Buying EASY through becoming a Trusted Advisor
- Learn how to create a buying environment that yields 3 accessories and \$45 in profit for every phone out the door
- Increase Attachment Rates through bridging the gap between satisfaction and loyalty
- Exciting and easy to implement team building and accountability tools to keep your team focused and motivated

■ Retail Sales Associates

- Learn the essential tools to becoming a trusted Advisor to your clients taking your sales game to the next level
- Increase commissions through improved attachment rates, repeat business and referrals
- Gain valuable industry and product knowledge
- Personal and professional development of new skills

Email us at training@offwire.com with questions or to enroll members of your staff in the Consultative Sales course.



FROM OMAHA TO YOU.

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1.888.OFFWIRE