EDUCATIONAL OFFER: VIDEO SALES TRAINING PROGRAMS

https://www.advancedsalesuniversity.com/

The No BS Guide to Selling (in under an hour)
10 video module sales training program - Total length 60 minutes

In addition to your industry and product specific knowledge, this program offers a complete guide to selling, covering the major selling skills you need to be successful. Each video is 5 to 6 minutes long and covers the most critical five selling skills to give you a competitive edge and help you make more money.

Video 1 Are you ready to get even better?
Video 2 How to earn the respect (and loyalty) of your buyers
Video 3 Skill 1: How to control your sales call
Video 4 How to ask better questions
Video 5 Skill 2: How to control your selling process
Video 6 Defining the selling steps for your industry
Video 7 Skill 3: How to keep and grow good customers
Video 8 Skill 4: How to get higher, wider and deeper
Video 9 Skill 5: How to communicate a selling message of uniqueness and value
Video 10 Understanding why people buy

Member price: Use this discount code ECIA for 20% off the $97.00 retail price, a savings of $19.40.

Your Price is Too High – 7 Steps to Defending Price
10 video module sales training program - Total length 40 minutes

This information-intensive program has been designed to be concentrated, focused and brief on the topic of successfully selling against low price. Each video is 3 to 6 minutes long, offering you secrets to winning business without having to be the lowest price. In just 40 minutes you will have the tools to change the skills, attitudes and success your team to win business at higher margins.

Video 1 The Secret to Getting a Higher Price
Video 2 Using the 7 steps to defend your higher price (and still win the business!)
Video 3 Step 2: Ask questions ...to learn how to defend your higher price
Video 4 Step 3: Know your enemy ...Do you really know your competitive uniqueness?
Video 5 Step 4: Defend value ...by strengthening how you answer
Video 6 Using financial justification to prove your higher price/lower total cost.
Video 7 Step 5: Gain commitment ...to win the business
Video 8 Step 6: Keep the door open ...to keep them talking
Video 9 Step 7: Now fix this ...to improve your ability to win more business at a higher price
Video 10 The final ‘Selling higher price’ challenge – how much risk are you willing to ask?

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