

Sales Training Workshop Series

Facilitate Change

Title

Facilitate Change: The Foundation of Effective Selling

Program Length

2 – 4 hours

Synopsis

Selling is a process of facilitating change. In this workshop, participants explore four key elements of behavioral change. Individual and group activities provide ample opportunity to:

- DEFINE the four key elements of behavioral change
- IDENTIFY how these affect the selling process
- DEVELOP strategies to influence change
- DEMONSTRATE effective techniques for facilitating change

All workshops are available in PowerPoint, Word or .PDF format. Contact me to purchase these workshops, or to discuss customized training for your sales team.

Other Workshops:

- *Ignite!*
- *Before and After*
- *Anatomy of a Sales Call*
- *You've Got Personality*
- *A Sheep in Wolf's Clothing*
- *One Big, Happy Family*
- *Elevate and Graduate*

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