

FocalPoint Coaching Excellence

# BRIAN TRACY: SALES SUCCESS INTENSIVE

A POWERFUL SALES-BUILDING TOOL

The survival and success of any business depends on the ability to sell a product or service, and therefore, the most valuable people in the company are the sales managers and sales team.

Highly skilled sales teams and managers have a greater impact on revenue and volume than any other single investment or activity.

## SALES SUCCESS INTENSIVE TOPICS:

- The New Realities of Selling
- Prospecting Power
- Relationship Selling
- Identifying Needs Accurately
- Making Persuasive Presentations
- Overcoming Objections
- Closing the Sale

*The most successful organizations in the world are all superb selling organizations. There's a reason why so many Fortune 1000 companies invest hundreds of millions of dollars per year into training of their sales teams and leaders.*

*Participants in the SALES SUCCESS INTENSIVE will learn to:*

- Find more opportunities and qualified leads
- Set more & better appointments
- Identify "hot buttons" accurately
- Create powerful persuasive presentations
- Answer & overcome objections
- Build long term relationships with clients
- Get more consistent re-sales and referrals
- Close more sales and increase their conversion

*This program is perfect for:*

- Corporate Sales Teams & Managers
- Independent Sales Representatives
- Small Business Owners



*Brian Tracy is recognized as the top sales training and personal success authority in the world today. FocalPoint International is the globally exclusive external training and coaching division of Brian Tracy International.*

**CONTACT US TODAY TO FIND OUT MORE**

**Jim Flemming FocalPoint Business Coaching**

[jflemming@focalpointcoaching.com](mailto:jflemming@focalpointcoaching.com)  
1-506-849-6319  
toll free: 1-877-223-0622  
[www.jimflemming.com](http://www.jimflemming.com)