

MaxExposure Business Solutions / Sandler Selling System Program

- ~ Virtual Sales Training / Schedule specifically for your team
- ~ Conducted via LIVE video chat
- ~ Customized for your business
- ~ Programs are available individually
- ~ Discounted as a package



Program #1	Program #2	Program #3	Program #4	Program #5	Program #6	Program #7	Program #8
Sandler Selling System	Bonding & Rapport	Up Front Contract	Pain	Budget	Decision	Fulfillment/Post - Sell/Ongoing Client Management	Prospecting
2.5 hours	1.5 hours	2 hours	2 hours	1.5 hours	1.5	2	1.5
Topics The Sandler Selling System / Understanding how buyers behave Bonding & Rapport Building / Review why Bonding & Rapport is critical to the sale Up Front Contracts / How to keep the process moving forward or close the file Pain / Why People Buy Budget / Undersand your prospects willingness to invest in your solution Decision / Identifying who Is involved in the decision making process and how to get them involved Closing the sale / How, when and what closing means to your and the client Post Sell / Client Management	Topics Reveal unique ways to develop rapport with your prospect Learn how to understand when rapport is created Identify key communication insights to gain an edge in sales Tools to disarm your prospect to engage in a better conversation Learn how to be different than your competition	Topics A unique process to maintain control during the sales process Make your client conversation and meetings more engaging Forster continuity during the sales process How to ensure there is a "next step" after your first meeting	Topics Understand why people buy Learn the psychological impact of a buyers decision Walk away with a "question guide" to move your prospect through the psychology of the sale Learn questioning strategies to keep you in control of the sale process	Topics Understand the elements of your prospects investment Gain commitment from your prospect to make the investment Learn tactics to secure the investment level required you want Learn how to supply a solution working with your prospects budget	Topics Gain access to key decision makers Understand where decisions are made Learn how to move forward when key decision makers are absent from the sale Eliminate "free consulting"	Topics Closing the sale Setting up to grow your relationship How to get more referrals Set up a client management system to retain and keep your client	Topics Determine what prospecting activities you should be doing Set up a prospecting game-plan to manage your activity Learn the Sandler "elevator " pitch Ma out a calendar of events to keep you on track
Standard Pricing: \$995 MaxExpo Rate: \$499 Up to 5 attendees*	Standard Pricing: \$995 MaxExpo Rate: \$499 Up to 5 attendees*	Standard Pricing: \$995 MaxExpo Rate: \$499 Up to 5 attendees*	Standard Pricing: \$995 MaxExpo Rate: \$499 Up to 5 attendees*	Standard Pricing: \$995 MaxExpo Rate: \$499 Up to 5 attendees*	Standard Pricing: \$995 MaxExpo Rate: \$499 Up to 5 attendees*	Standard Pricing: \$995 MaxExpo Rate: \$499 Up to 5 attendees*	Standard Pricing: \$995 MaxExpo Rate: \$499 Up to 5 attendees*

*all from same company / \$50 / additional attendee