



LESSON PLAN

01

Significance of body language in sales

Settling into meetings

Projecting the right confidence

Engaging the client

Understanding client needs

Building connections

When to start pitching

Tweaking sales pitch

Impressing in Minutes

10

Final Wrap up

CREATING IMPACT DURING SALES MEETINGS

level One | 1.27 hours | Self Paced

ABOUT COURSE

As a person in sales, do you understand just how important nonverbal communication and body language can be not just to create the initial first impression but also to build good rapport with the client, to understand what they want, and ultimately to close more sales? Enroll for our course for Sales and unravel a lot of tips that you can use right away to drive more sales and ensure greater business conversions.

OBJECTIVES

- ✓ To understand the importance of body language during the sales process
- ✓ To share essential ways of building rapport with client through body language
- ✓ To ensure the client feels connected with you throughout your meeting
- ✓ To decipher basic reactions of clients, what they mean and what to do about them

HOW YOU WILL BENEFIT



Sales people who meet different clients and need to create an impact on all of them



New Sales joiners who will start meeting clients and want tips on good confidence



Sales Teams Managers who need to coach their team members from time to time

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