

C U S T O M C O U R S E

How to Sell Stacks and Stacks of Anything



DTS International

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Why How to Sell Stacks and Stacks of Anything?

The art of selling has always been a focus of training and development for most organisations. In this course we focus on the basic structure of the sales cycle. As professional selling has become more important, the basics of the sales process have been lost in complex techniques and formulas. This program will get your sales team focused on getting the sales basics working for them.

Doug Malouf is known around the world for his unique presentations that get results. He has delivered over 2500 corporate presentations and there are more than 300,000 people worldwide using his ideas. Doug has authored 9 books, including the best selling **How to Sell Stacks and Stacks of Anything**. This book is the basis for this program. His other titles are all around communication, presentation and customer service.

Purchase any of Doug's books: <http://dtstraining.com.au/products.html>.

What is the Stacks and Stacks Workshop?

Getting a sales team focused on the basics is the key to success in selling. Having a solid understanding of the basic steps through the sales cycle ensures that your sales force has the foundation for success.

In this workshop you will learn:

- A 9 step Systematic Approach to Increasing Sales
- The Secret to Getting Organised
- The Power of Rapport
- What's Hot and What's Not in Prospecting
- Exploring Your Clients Real Needs
- Three Powerful Presentation Tips
- Why Objects are a Part of the Sales Process
- How to Test Your Clients Understanding
- How to Close the Sales and Open a Business Relationship

This interactive workshop has been designed to develop sales skills. With an increased understanding and performance of the steps in the sales cycle your sales force will be closing more business quickly.

Who Should Attend the Stacks and Stacks Workshop?

Anyone who sells a service or a product. The people that will benefit include:

- Business Owners
- Managers
- Salespeople
- Customer Service Agents

Workshop Format

How to Sell Stacks and Stacks of Anything is a highly interactive workshop and focuses on participants being involved in creating personalised sales strategies to implement immediately.

This workshop can be delivered in a number of formats (1 day, 2 day, or split half days) all of which follow a basic structure:

Session One

- The Five Ways to Get Absolutely Organised
- The Secrets to Prospecting with Ease

Session Two

- Trust – How to Identify and Increase Rapport
- A Checklist Approach to Exploring Your Clients Real Needs

Session Three

- The Three Steps to Create Powerful Sales Presentations
- Understanding the Importance of Objections
- Testing the Effectiveness of Your Sales Presentation

Session Four

- Asking for the Business without Fear
- How to Implement Your After Sales Service Program

Note: The session content and length can be customised to include examples specific to your business.

What Do I Get?

As a part of this program each participant will receive:

- **A Copy of the How to Sell Stacks and Stacks of Anything Audio Program**
- **24 page Personalised DISC Profile**
- **Customised Workbook**
- **A DTS International Accredited Facilitator**
- **Certificate of Completion**

Ask us how this course can be licensed to be run in house by your own internal trainers!

**Call us now to book your own How to Sell Stacks and Stacks of Anything
Workshop for you and your team**

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How to sell stacks & stacks of anything



How to Sell Stacks and Stacks of Anything

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This workshop will assist participants develop an understanding of the powerful basics of selling. The program stripes the sales cycle back to the bare necessities that are required for success. The workshop provides and opportunity to discuss and apply the basics of selling to each unique company situation.

Each participant will receive a customised workbook, a copy of the best selling book *How to Sell Stacks and Stacks of Anything*, a certificate of completion, a personalised 24 page behavioural profile and an accredited facilitator for the duration of the workshop.

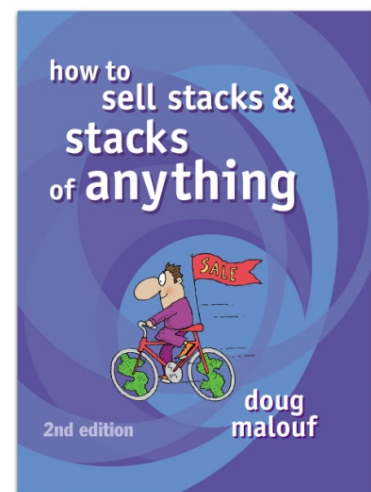
Results and Benefits

How to Sell Stacks and Stacks of Anything is a highly interactive workshop and focuses on participants being involved in creating personalised sales strategies they implement immediately. This workshop can be delivered in a number of formats (1 day, 2 day, split half days or a 4 month coaching process).

In this workshop participants will learn:

- **The Secret to Getting Absolutely Organised**
- **The Power of Rapport**
- **The Importance of Always be Prospecting**
- **Exploring Your Clients Real Needs**
- **Three Powerful Presentation Tips**
- **How to Close Sales and Open Business Relationships**

**Based on
Doug Malouf's
best selling book:**



To find out what this workshop can do for you and your team. Call us today!

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