

Behavior Style Selling

Discover your behavior style upon receiving the results of your D.I.S.C. Assessment. Take the guesswork out of how to best **“APPROACH”** your prospects by better understanding your own style.

In this three hour fast-paced class, you’ll learn about:

- Your behavior style (includes D.I.S.C. Assessment)
- How others perceive You
- How to better understand:
 - Body Language*
 - Gestures*
 - Pace to determine your prospect’s behavior*
- Blend your behavior style to increase sales and shorten the sales cycle
- Receive training materials, scripts and tools

This class is designed to teach the **“APPROACH”** to sales and should be followed by the Core Selling Skills class, which covers the **“PROCESS”** of sales.

Core Selling Skills – Part I and II

(Behavior Style Selling is a pre-requisite)

Now that you understand the **“PROCESS”** and your behavior, maximize your time to make more money by acquiring the Core Selling Skills you need to succeed! Learn how to build rapport quickly with clients and stop wasting time with unmotivated prospects.

In 2 sessions of fast-paced information you’ll learn how to:

- Build Instant Rapport in 10 seconds or less
- Pre-qualify Hard to Sell Easy
- Identify Your “A” Leads
- Deliver a Dynamic Presentation
- Master Objections and Closing!
- Receive training materials, scripts and tools



Your Instructor: Rich Rudnick, Head Sales Coach/Trainer

Rich, the mastermind behind The Smart Sales Solution™ process, has a stellar track record of motivating others to achieving their highest potentials. Over 40 years, his experience ranges from his own highly successful sales career, to building sales teams and systems from the ground up for a variety of organizations. For Rich, the real bottom line is about people; he loves to impact lives and make a difference, one person at a time.

**To
Register...**

Call Smart Sales Solutions™
541-382-0334
www.smartsalesolutions.com

Behavior Style Selling

Core Selling Skills

The Approach

The Process

D

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BIR

Pre-qual

Present

Objection
Handling

Close
Sale