

Cold Calling With Impact

Why attend?

Award winning training company Think Big Training specialise in the development of any business' greatest asset... its people. Sarah Castle has built a reputation for delivering dynamic, thought provoking bespoke training programmes for Sales Professionals, Managers and Customer Service teams across the UK and Europe by using behavioural and attitudinal techniques.

Without doubt a successful internal sales person generating quality appointments is truly the Sales God of the office. The challenges they face are tough. Therefore this thought provoking and dynamic seminar will give you the basics of what they really need to think, say and behave when approaching prospects over the phone.

By the end of the seminar, attendees will be able to:

- Realise how people buy over the phone
- Positive mind set – attitude is everything
- Prevent and handle difficult objections
- Ask the right questions that are relevant to your prospect
- Create the desire and close for the appointment

What previous attendees say:

“Sarah’s last seminar was excellent and gave me some great ideas to take back to the business.”

Steve Quinlan, Travel Counsellors

“Excellent – some very good ideas to put in to practise.”

Andy Jones, Ellacotts LLP