

Score Business Workshop Course Details

Please see the [Workshop Calendar](#) for Dates & Times

Course Title	Typical Length
Five Esstentials of Effective Selling & The Power of Networking	3 ½ hours

Short Description	Typically Recommended For		
	Planning & Evaluation	Inception & Start Up	Operating Businesses
Learn the five keys to successful selling and networking.	yes	yes	yes

Detailed Course Description
<p>This workshop is for people who know that the small businessperson has to sell - and they don't consider themselves "sales people!"</p> <p>DO YOU KNOW THE SECRETS of successful selling.</p> <p>In this workshop you will develop your "elevator speech" - the powerful ability to explain what business you are in and what value you deliver.</p> <p>Learn how ANYBODY can be an effective sales person – even those who think they can't' sell.</p> <p>Learn how to listen for the ways the prospect is buying and what to do about it.</p> <p>Learn how to ask the right questions to understand the customer "pain."</p> <p>Learn the secret to closing sales.</p> <p>Learn how to get more customer trust.</p> <p>Learn how you can increase your sales without having the lowest price.</p> <p>LEARN THE SECRET OF NETWORKING how to make networking "work" for you.</p>



Instructor Information
<p>Griff Lindell, C.B.C. (Certified Business Communicator)</p> <p>For more than 25 years, Griff has managed various sales, marketing and strategy functions to established, reorganizing and emerging companies that have included a mix of the Fortune 500 companies and start-ups in industries such as publishing, high-speed motion analysis, civil engineering, manufacturing, service providers and consulting firms. As a consummate learner and teacher, Griff has taught sales and marketing courses and authored articles on sales, marketing, management and leadership.</p>

Recommended Background or Prerequisites
None required.