

Foundational Skills

("Perfect Listening")

Neuroscience Based Skills

(Always offer two or three options)

New Reality Skills

(Upgraded questioning skills)

1. Online Self-Paced (\$395 per person)

- 30-day access to online sales skills modules
- Quizzes for each skill

2. Online Custom Private (\$795 per person)

- Includes two, two-hour interactive webinars (choose your dates)
- Private session allows discussion about your team's challenges
- Two-week access to online sales skills modules
- Quizzes for each skill, helps Manager plan for reinforcement
- Minimum of 5 people

3. In-Person Customized Training

- The Asher Team will work with you to customize a session to meet your training goals

REGISTRATION ALSO INCLUDES:

APQ Personality Assessment for personalized emotional intelligence Training
E-Copy of John Asher's Book *Close Deals Faster*

SALES SKILLS MODULES

Skill 1: Focus on a Few Prospects

Skill 2: Research and Challenge the Buyer

Skill 3: Find Coaches and EQ

Skill 4: Build Rapport

Skill 5: Be the "Perfect Listener"

Skill 6: Use Differentiating Messages

Skill 7: Turn Objections into Closed Sales

Skill 8: Close the Deal

Skill 9: Manage the Account, Cross/Up Sell

Skill 10: Ask for Referrals