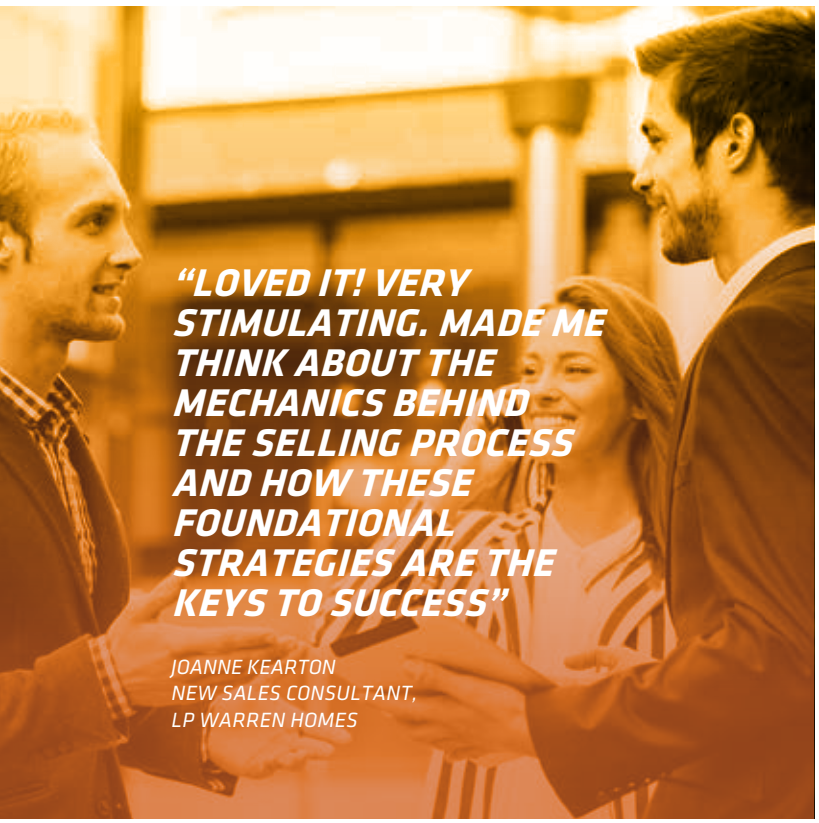
BLSC BUILDING LEADERSHIP SIMULATION CENTRE
by Master Builders

SIMPLICITY IN SELLING



"LOVED IT! VERY STIMULATING. MADE ME THINK ABOUT THE MECHANICS BEHIND THE SELLING PROCESS AND HOW THESE FOUNDATIONAL STRATEGIES ARE THE KEYS TO SUCCESS"

JOANNE KEARTON
NEW SALES CONSULTANT,
LP WARREN HOMES

- *LEARN THE IMPORTANCE OF HUMAN INTERACTION & THE 3 FUNDAMENTALS IN EVERY TRANSACTION*

WELCOME TO THE SIMPLICITY IN SELLING SALES TRAINING PROGRAM

Simplicity in Selling is exactly what it says... the simple fundamentals of all sales and how, by going back to basics, our sales performances will improve.

Our unique fully immersive delivery method is coupled with reflective group discussion and individual real play. This allows each and every participant to explore and develop their new skills in a powerful but safe learning environment.

We trust you will be as excited about the program as we are. We know that the fundamentals that you learn in this program will drive you to greater success and realise your true selling potential.

This is Level 2 of the 4 part Sales Professional Series developed by the Building Leadership Simulation Centre.

How all participants benefit:

- Learn to refine your sales process and maximize the 3 fundamentals in selling;
- Develop effective research and preparation methods;
- Create and deliver effective presentations;
- Demonstrate real client solutions for win/win outcomes;
- Learn successful strategies to deflect common objections;
- Recognise buying signals and use effective sales closing techniques;
- Utilise follow up touch points to pinpoint future opportunities;
- Identify and maintain an effective data base;
- Set smart goals and plan for your personal success.

DELIVERY

Our unique high impact delivery includes fully immersive real play followed by group and individual reflection. Our professionally trained simulation actors are expert at responding naturally to your individual approach. Each simulation is followed by a facilitated debriefing session that explores your individual influence, strengths and areas for skill development.

WHO WILL BENEFIT

This 2 day program is designed for all front line sales staff and industry professionals looking to further explore and understand the key elements of the sales process.

CUSTOMISATION

We understand that each sales organisation is unique, including company culture, processes, abilities and expectations. Simplicity in Selling can be customised to reflect individual business needs if required. Please do not hesitate to ask us if you seek to develop your own customised program.

COURSE DETAILS:

DURATION: 14 hours over 2 days

DATE: **09 & 10 July**

COST (INC. GST):

$1,375 Master Builders Member & Incolink Contributor
$2,050 Master Builders member
$1,790 Incolink Contributor
$2,440 Non Member

TESTIMONIALS

"I REALLY ENJOYED THE COURSE AND GOT A LOT OUT OF IT... BTW - I MANAGED TO CLOSE THE DEAL WITH THE DEVELOPER I SPOKE TO YOU ABOUT DURING THE COURSE SO I OBVIOUSLY LEARNED SOMETHING - $5,000,000 DEAL - THANK YOU!"

Tom Fagan— Managing Director
ROCKLAND CONSTRUCTION PTY LTD

"IT WAS A FANTASTIC COURSE, UNIQUE IN A LOT OF WAYS AND A REAL CHALLENGE. BEING OUTSIDE MY COMFORT ZONE HAS GIVEN ME THE CONFIDENCE TO ADAPT TO DIFFERENT SITUATIONS"

Tim Walker — Sales Director
WALKERS PLASTER & TILES

"UNDERSTANDING BODY LANGUAGE, ASKING MORE QUESTIONS THAT LEAD THE CLIENT TO GIVING ME MORE INFORMATION, LISTENING TO THE CLIENT & FOCUS ON THE VALUE OF WHAT WE OFFER"

Narida Hamilton - Sales & Administration Manager
VIRTUE HOMES

92% client satisfaction for training programs
MASTER BUILDERS OF VICTORIA

91% of participants reported that the learned skills will improve performance
MONASH UNIVERSITY

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CREATE FUTURE LEADERS FOR YOUR BUSINESS

For more information on how we can help your business train better leaders:

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