

# 5 Ways You Can Turn Your Sales Team Into A Profit Force!

## salesRICH Workshop

**Gain the confidence and security that comes from knowing your revenues will reach new heights.**

Everyone in business, in one way or another, is in sales. Everyone influences the people they interact with. Are you and your team creating the impression that influences others to want to buy from you? There is a solution that will help your whole team have the skills that will increase the odds of that happening.

Get your team involved in **ActionCOACH SalesRICH** workshop to help them develop the skills and the confidence they'll need and use to increase your company's revenue. Your Monday morning sales meetings will take a different tone when your team knows how to produce results that will leave your competition wondering how they got left behind.

Whether you attend the **SalesRICH** or send your team, your company will benefit from learning:

- That most people like to buy
- How helping people identify and solve problems increases the chance for a sale
- How to tailor your style of communication for different audiences.
- Why gatekeepers and objections you might encounter are valuable and how you can work through both to influence a buying decision
- Which questions are essential to building rapport and moving relationships with prospects and existing customers forward.

While even more topics will be covered, the main thing is that participants walk away from **SalesRICH** knowing that sales can be fun and with confidence that they can sell more than they ever thought possible. The impact on self respect is high when attendees realize how valuable their service is and how meaningful the solutions they help people achieve can be. It is greatly satisfying to serve others and help your company grow ... both at the same time!

**Call the Chamber at 672-2485 or visit our website for more information.**  
[www.sheridanwyoingchamber.org](http://www.sheridanwyoingchamber.org)



### **This workshop is for business owners and team members who:**

- Have primary responsibility for producing the revenue of their company
- Wake up every morning fearful of the sales calls they need to make that day
- Want to see their revenues grow substantially
- Have a competitor that takes too much of the pie
- Want to have fun helping other people buy.

**Register now! Your member investment is only \$125 for the first person and \$75 for subsequent team members.**

**Date:** Tues- March 2nd  
**Time:** 9:00am - Noon  
**Location:** Sheridan College Main Street

**ActionCOACH**  
business coaching

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**Number 1**  
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