



Engaging human performance
to deliver strategic results

Sales Excellence through Neuro Linguistic Programming [NLP]

How to increase your sales by at least 20% and sustain it?

Introduction:

In today's competitive business environment, where products change almost by the minute due to ever changing customer needs and ever advancing technology, the difference that makes the difference is the ability for all team members in the organisations to be able to help their customers to make the right buying decisions. We need to go beyond the traditional selling techniques and adopt a better way to sell that includes a mind-set of generosity, an appreciation of psychology and an ability to self-programme the mind for success.

What is Sales Excellence?

Sensei International is proud to present 'SALES EXCELLENCE' that will help participants to increase their sales revenue by at least 20% and sustain it for at least 6 months after the training. This workshop will also provide inputs on the steps that need to be taken to sustain improved results for longer periods. It has been designed to make real change happen in participants and it is a refreshing change to the traditional methods of training which rarely have an impact beyond the class room.

The methodology

Sensei International applies the science of Neuro Linguistic programming [NLP] as the base in the design and execution of this programmes to create this unbelievable, result oriented and sustainable change in participants. NLP helps to liberate the individual's potential and helps focus energy to channel their life in exactly the direction in which they want to go. The programme draws on proven techniques developed by some of the world's foremost peak performance experts. *The Science Digest* states that NLP is the most promising development in the field of human advancement. It is 'software' for the hardware of the human neck-top super computer - a user's manual to achieve one's goals.

Who should attend?

Anyone from Sales Directors, Sales Managers, Sales Executives, and other professionals involved in selling directly and indirectly.

Your facilitator - Ranjan De Silva

The programme is presented by Ranjan De Silva, a world – class change catalyst, motivator and speaker, the author of 'Mind Programming for Sales Success' and 'A Better Way to Sell – Mastery of Sales through Mastery of Self'. Ranjan has been acclaimed as one of the best in the world in this field by many management gurus, and one such testimonial regarding him and his book is given below;

"Ranjan is one of the most passionate, enthusiastic and committed teacher/trainers in the world today. His dedication to life-long learning and success is well known and widely admired. Now, with this first book, you can take Ranjan's inspiring words of wisdom with you to your home, to your office and deeply into your life. Do yourself a great favour: buy and study this book. It will take you higher in every way: sales, service, success and personal satisfaction. Enjoy the journey. Enjoy this book!" – *RON KAUFMAN Ron Kaufman is an internationally acclaimed innovator and motivator for partnerships and quality service. He is the author of the popular "UP Your Service!" series of books, articles and training programmes and the "Best of Active Learning!" free web-based newsletter.*

You can see a detailed profile of Ranjan De Silva and testimonials by his clients on; <https://www.ranjandesilva.com/client-stories>

The details of the programme are given below:

Course contents

- Being Authentic
- Programming the mind for sales success
- The most persuasive words
- Profiling customers and buying organisations
- Reading real intent of customers through reading eye movements & facial expressions
- Listening techniques
- Balanced growth – The 6 areas of life
- Time to grow – a powerful time management tool to liberate more selling time.
- Bridging relationships
- Managing the sales pipeline
- Powerful sales meetings
- Winning sales proposals
- Overcoming phobias related to selling [e.g. speaking and meeting new people etc]

- Overcoming non-value adding and damaging habits
- Building anchors
- Breaking through mental barriers

Participation details:

	Dhaka - Bangladesh	Colombo – Sri Lanka
Venue	Six Season Hotel	Global Towers Hotel
Dates	14 th & 15 th September 2019 [2-day workshop]	8 th & 9 th August 2019 [2-day workshop]
Timing	8.30 am to 6.00 pm on both days	
General Fee – including lunch & refreshments	Tk. 15,000/-	Rs. 22,000/-
Early Bird Fees	Tk. 13,500/- for payments before 14 th August 2019	Rs. 19,800/- for payments before 18 th July 2019
Bulk Discount	15% discount for 15 or more participants, 10% discount for 10 or more participants and 5% discount for 5 or more participants.	
Registration	Call: +8801844526731 or email info@sensei-wisdom.com	Call: +94 (11) 4873575 or email prarthana@sensei-international.com