



Engaging human performance
to deliver strategic results

Sales Excellence through Neuro Linguistic Programming [NLP] How to increase your sales by 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 classroom.

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 supercomputer - a user's manual to achieve one's goals.

Who should attend?

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

The details of the programmes are given below:

Course contents

- Authentic Selling
- Programming the mind for sales success
- Profiling customers and buying organisations
- Reading real intent of customers through reading eye movements & facial expressions
- Listening techniques
- 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

Your facilitator - Ranjan De Silva

The programme is presented by Ranjan De Silva, a world – class change catalyst, speaker, and 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.

From Bob Urichuck – A Canadian who is the No 1 Sales Guru of the World

‘Interesting To Read! Surprisingly Simple! Amazingly Powerful! Simply Inspirational!’

Before you can master anything, you must first master yourself. Ranjan De Silva’s book “Mastery of Sales through Mastery of Self” is designed to help everyone [not just salespeople] master their own lives so that they can help others to make the right decisions. It has the depth sought by the intellectual, the simplicity sought by the beginner, the rigour desired by the experienced salesman and the enjoyability sought by everyone else.

Those who love stories, anecdotes and fables will find at least one in each chapter. They are highly relevant and illuminate the concepts so powerfully. Those who need practical applications will find the answers nicely packaged in a logical sequence. For those who need prescriptions on how to get on with it, the simple, step-by-step mind programming exercises are a wonderful companion.

- Bob Urichuck, Author of Online for Life: The 12 Disciplines for Living Your Dreams and Up Your bottom Line; Featuring the ABC, 123 Sales Results System.

From Ron Kaufman – An American living in Singapore – the no 1 service guru of the world

"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 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 on <https://www.ranjandesilva.com> and testimonials by his clients on <https://www.ranjandesilva.com/client-stories>

Participation details: email us on prarthana@sensei-international.com so that we can customise a session for you.