

**Duration** 1 day

## Course Description

The 'Selling With NLP' Workshop provides a totally fresh approach to the whole world of selling; bringing together the power of mind and body united for success - words, voice, and physical 'language'. This is combined with a new understanding of how individuals think and what forms their decision to buy.

This workshop shows how to unconsciously achieve sales success.

## Workshop Benefits

- Understand how to motivate people
- Develop the ability to speak anyone's 'language', both verbal and behavioural
- Learn how to build rapport with your customers
- Understand the impact of empowering, and limiting, 'anchors'
- Ask the questions that will uncover what your clients and customers really value - and want
- Improve your sales figures
- Make customers like you

## Subject Areas

- The Mind Set that Sells
- Flexibility
- High Awareness
- Building rapport
- Defining our Goals
- Prospecting
- State Management
- Pre-framing against Objections
- Presenting to have your clients buy
- Closing easily and naturally