



# Building Relationships for Success in Sales



## TRAINING OPTIONS:

Online - unaccredited  
Classroom – unaccredited

## WHAT WILL YOU RECEIVE?

- ✓ Instruction by an expert facilitator
- ✓ Small, interactive classes
- ✓ Specialized manual and course materials
- ✓ Personalized certificate of completion

## Course Outline

### OVERVIEW

You will learn that the business of business is making friends, and the business of all sales professionals is making friends and building relationships. Strategic friendships will make or break any business, no matter how big and no matter what kind of market.

### OUTCOMES

You will learn:

- Discover the benefits of developing a support network of connections.
- Understand how building relationships can help you develop your business base.
- Learn how to apply communication techniques to build your network.
- The key elements in strong working relationships, and how to put more of these elements in working relationships.
- Recognize key interpersonal skills and practice using them

### DURATION

9am – 11am (online)

9am – 2.30 pm (classroom)