



Back to Objections

A 1 hour interactive workshop designed for delivery in house or via tele-training.

Who should attend: Consultants and management who want to learn how to overcome objections with confidence.

Outcome expected: Participants will gain confidence and have a proven structure that will enable them to increase their conversion rates when business developing over the phone and in person by overcoming objections.

Workshop Content:

1. **The theory**
 - ❑ Understanding what an objection is
 - ❑ Overcoming negativity
2. **The practical**
 - ❑ The structure of handling objections
3. **Putting it into practice**
 - ❑ Role play your way to confidence and success

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