



Canvassing Techniques

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 get the most out of each and every business development call.

Outcome expected: Participants will gain confidence and have a proven structure that will enable you to increase your conversion rates when business developing over the phone.

Workshop Content:

1. **The theory**
 - Setting a call objective
 - Dynamics of the call
 - Overcoming call reluctance
 - Preparing a script
 - Reverse marketing
 - Advertisement chases
 - Overcoming objections
 - Closing

2. **The practical**
 - Checklist for success
 - The impact of your voice
 - When to settle for “no”
 - What to do next

3. **Putting it into practice**
 - Role play your way to confidence and success

How to contact us:

The Recruitment Training Company

T: 1300 685 838

W: www.trtc.com.au