



Back to objections

One-Hour Workshop

Our one-hour workshops are designed to instil a specific skill by the use of theory and then being reinforced by role-plays. Many clients purchase a package of workshops and run them weekly over a period of time.

Who should attend: Consultants and management who want either a refresher or to learn a formula that works.

A hands-on approach to the most common objections encountered by consultants.

A formula that works in any sales situation.

Coaching and role-plays are a major part of this program.