



The Client Visit

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.

The theory behind visits

Why? Preparation and Objectives

Structure of a Visit

The process that gets you to the close; Questions to ask

Presentation

The importance of image and presentation

Non-Verbal Body Language

Tips for success

Follow up for Success