

# CREATING A CULTURE OF SELLING

Everyone A Salesperson



**proteus**  
LEADERSHIP  
*creating great leaders*

Online Learning Program

# Program Overview

This program has been designed to assist individuals and teams create and embrace a culture of selling. It also looks at how the sales process can be conducted in a highly 'functional' way and indeed be one of the most powerful and positive activities in our organisations.

Each participant will have a greater understanding of their own role as a salesperson, as well as the sales process and how they can personally adopt a more functional approach to selling.

Participants will produce an action plan of specific strategies and ideas to proactively create a culture of selling in their teams and workplaces.

Participants will become more confident in their responsibilities as a salesperson through gaining new knowledge, skills and strategies to assist them sell functionally and authentically.



## Topics

**Topic 1** We Are All Selling Something

**Topic 2** Creating A Culture Of Selling

**Topic 3** The 3 Step Sales Fundamentals

**Topic 4** A Better Way To Sell

**Topic 5** Practices Of Exceptional Sales People

**Topic 6** The Traditional Sales Process

**Topic 7** Behavioural Styles

**Topic 8** The ORDER Model

**Topic 9** Your 4 Competitors

**Topic 10** Handling Objections



## Online Learning

This workshop is offered as an **online learning program**.

This **self-paced** option puts the individual in control of their own learning whilst still offering the same level of interaction, resources and content as our face to face or virtual workshops.

Online learning is perfect for people who work full time, lead busy lives or like to learn in a flexible way that allows them to choose when and where they want to complete training.



Interactive Manual

+



Certificate Of Completion

+



Digital Badge

## Investment Online Learning Program

### Self-paced Program

Participants can commence the program at any time throughout the year.

**\$295** per person + GST

### Group Bookings

Why not purchase a **Group Package** where multiple staff members can learn at their convenience? Email us today to discuss options: [online@proteusleadership.com](mailto:online@proteusleadership.com) or call us on: **1300 219 903**

## In-house

All of our programs can be conducted as virtual or face-to-face In-house programs. Proteus can also customise an In-house program, tailoring it to your company's needs. Contact our team to discuss your requirements on: **1300 219 903**

**Cancellation Policy:** Payment is required before the commencement of training. All payments within 7 days of the program date must be paid by credit card or direct debit. Refunds will not be given within 7 days of the program date. Transfers to another program date or a replacement person, can be made up to 48 hours prior to the program, if submitted in writing. No refunds or transfers can be made after this time. Proteus Leadership reserves the right to change the facilitators/speakers or the advertised price.

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