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CONSULTANT

**Making the most of Sales Meetings**

**Course content**

- The '8 Steps to Success' - a modern sales model encompassing all aspects of the sales process, from preparation and setting objectives to closing the sale
- How to make sure you control the meeting through setting the scene to getting an early 'yes'
- Asking questions and the forgotten art of active listening
- Communication skills and the power of positive body language
- To present or not to present?
- How to avoid 'death by power-point'!

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