

21 August 2019 - Marriott Hotel, Forest of Arden, Birmingham

Improve Your Selling Skills

This one-day training course is designed to help individuals, business owners and sales teams to increase their effectiveness in the following activities, helping you to sell effectively to the right people.

Topics

- * Understanding & developing wider influence to persuade the customer
- * Asking better questions to drive value for the customer
- * Gently investigating likelihood of status quo in decision making & techniques to drive reasons for change
- * Probing the decision making unit, criteria & process
- * Increasing closing methods
- * Handling objections
- * Open Sales Clinic -
Share your current stalled opportunities & sales dilemmas to get practical solutions to re-ignite them & close !

Course Duration

09:00 - 16:30 to include breaks (15 minutes morning & afternoon) and lunch.



To book please contact Melanie Foote on +44 (0)20 8773 5525
or e-mail melanie.foote@ppma.co.uk

PPMA Members; £95, Non-members; £295

Advanced Selling Skills



Marriott Hotel, Maxstoke Lane, Meriden, Birmingham CV7 7HR



COURSE DURATION:

Arrival & Registration: 09:00

09:30 start - 16:30 to include breaks & lunch

BOOKING FORM - 'Advanced Selling Skills' training day:

I would like to register delegate(s) for the course on 21 August 2019

COSTS	PPMA Members @ £95 pp	£ <input type="text"/>
	Non-Members @ £295 pp	£ <input type="text"/>
	TOTAL	£ <input type="text"/>
	PLUS VAT @ 20%	£ <input type="text"/>
	TOTAL BOOKING COST	£ <input type="text"/>

TERMS & CONDITIONS: Cancellations: If you cannot attend, a substitute delegate may attend in your place provided that written notice is given, or contact the PPMA on 020 8773 8111. Refunds of fees cannot be made unless notice in writing is received a minimum of 10 working days prior to the training course. All cancellations will be subject to a 25% (+VAT) fee to cover administrative expenses.

Important Note: This booking form constitutes a legally binding contract. It may be necessary, for reasons beyond the control of the PPMA, to change the content, timing, speakers and/or date of the seminar, course and/or programme.

Company:

Address:

..... Postcode:

Telephone: E-Mail:

Booking Authorised By:

Delegate 1: Position:

Delegate 2: Position:

PAYMENT DETAILS:

Payment is required prior to the Seminar or Training day.

1. **On Account** - Members can pay by account.
2. **Credit / Debit Card** - All credit / debit card payments now need to be taken over the phone.

Please contact **Melanie Foote** on **+44 (0)20 8773 5525**

3. **BACS** - Barclays Bank PLC
Sort Code: 20-24-61
Account No: 90721220

4. **Cheque** (A receipted invoice will be forwarded to your Accounts Dept.)

Data Protection: Data supplied is subject to the Data Protection Act 1998 and may be used to supply you with information to your business. Please tick as appropriate.

I do not wish to receive publications or further information from PPMA.
I prefer not to be contacted by any of the following: Mail E-mail Telephone

Processing & Packaging Machinery Association

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