

Focus Group – 2 Hr evening session

Compact Impact!

How do we create maximum results with customers in the most efficient, connected way possible?

Within twenty seconds a customer can be in and out of your store, within this time they can decide whether you are a business they want to spend their money with – or not. So how do we create the biggest impact in such a small compact time frame? In this punchy two hour session we will show you how to create an instant impression and build a relationship through clear effective dialogue. We will then show you how to maintain this connection throughout the sale whilst introducing products and flushing out objections.

- Identify customers buying styles to increase conversion
- Ascertain needs with a systemised elimination process
- Save time through effective presentation techniques
- Handle objections without confusing the customer

2 hour evening session 7pm – 9pm

Sydney – Tuesday 16th March

Melbourne – Tuesday 23rd March

Brisbane – Tuesday 13th April

Adelaide – Tuesday 11st May

Logistics will be sent via email after online registration is completed.

Investment \$44 per attendee or for Members 1 point per 2 attendees (Inc GST)