



SOFT SELLING SKILLS

This 70 minute CEU approved program is relentlessly energetic and result-driven and injects humor, and a strong dose of reality into the sales process. This will not be your ordinary lunch and learn, coffee chat meeting or evening continuing education.



KEY TAKEAWAYS

- ✔ Instant rapport building process
- ✔ Using softeners and buffers
- ✔ Following up community influencers
- ✔ Suggested selling for up-selling
- ✔ Leverage for suggested Selling

ABOUT

Benhar Office Interiors continues to serve its business community partners and influencer's of New York City through its continuing education and advance trainings. Our very own corporate sales trainer and sales manager delivers an engaging workshop to help your design associates on some basic selling techniques. John 'Dano' has trained thousands of sales professionals with over a decade of sales training experience, and is well known for his method "Scientific Selling."

Presented by

BENHAR
OFFICE INTERIORS

