

APPOINTMENT MAKING

OPEN NEW DOORS FOR YOUR BUSINESS



Minimise appointment rejections.

Finding new, high quality contacts who will become long term, loyal buyers of your products and services is the objective of virtually every business.

This can become a hard task to accomplish, due to increased competition on price or product/service range, poor sales technique and/or greater resistance to sales calls.

Generating new business, however, is a skill that can be learned. It all begins with establishing contact with the right person and then gaining that all important appointment at a specified date and time.

These skills once learned can open many doors, ensuring that appointment targets are met and helping to secure future sales wins.

This course is ideal for those who generate new business for themselves or their colleagues by making appointments, salespeople using the telephone to find new customers and any internal telephone team member whose role includes generating appointments or increasing sales to existing clients.



1 Day Interactive Course

Pre-course assessment and prospect profiling

Comprehensive Materials

LEARN PROVEN TECHNIQUES

A practical facilitated workshop demonstrating proven techniques and tools for immediate application into any workplace.

For more information, visit www.tacktmimalaysia.com or call us on +603 - 62034410

THIS COURSE WILL ENABLE YOU TO:

- Generate more qualified appointments
- Get through to the decision maker
- Open the call and gain the contact's attention
- Establish rapport
- Create and establish the need for an appointment
- Respond to objections with confidence
- Improve your success rate of getting a 'yes' – close on the appointment



WE BELIEVE IN THE INDIVIDUAL

a GI GROUP brand