

# PRO-PAYBACK SELLING®

THE ONLY COMPLETE SALES MODEL TO  
WIN AND RETAIN PROFITABLE BUSINESS

TACK 

## Business and Personal Benefit.

Everything in business depends on effective selling. Increased competition and high customer expectations make it challenging to secure new business and retain existing customers.

PRO-PAYBACK Selling® is a step by step guide through the complete sales process; it's the handrail to success based on years of research and experience. It covers each stage of the sales process from organising your time, researching your prospective clients and creating SMART objectives, opening the sales call, asking value driven questions, presenting the benefits to your customers with 'YOU Appeal®', to closing the sale and developing the account.

This practical and interactive workshop brings PRO-PAYBACK® to life through a unique blend of processes, skills, behaviours and solution selling philosophies – vital ingredients to win, grow and retain clients.



3 Day Interactive Course

Comprehensive Materials

Can be tailored for your business

## ONGOING DEVELOPMENT

Whatever route you take in your sales career, TACK is on hand to provide support and access to a programme that is specific to your needs.

For more information, visit [www.tacktmalaysia.com](http://www.tacktmalaysia.com) or call us on +603 – 6203 4410

## THIS COURSE WILL ENABLE YOU TO:

- Assess your own selling style and adapt it to suit your customers
- Apply TACK's research into buyers' likes and dislikes when dealing with salespeople
- Apply a proven sales structure and process during every future sales scenario
- Plan your calls professionally and sell by setting clear objectives
- Research and target the right prospects and customers to generate the best results
- Gain and retain your customers' attention
- Ask value driven questions to fully understand your customers' needs
- Apply the concept of 'YOU Appeal®' ensuring the customer is your focus throughout the sales process
- Motivate customers by applying TACK's Offer Analysis® technique
- Respond to and manage objections confidently and professionally
- Deploy key strategies for winning business and gaining customer commitment



WE BELIEVE IN THE INDIVIDUAL

a GI GROUP brand