

# PRO-PAYBACK SELLING IN ACTION®

THE ADVANCED SALES MODEL TO WIN AND RETAIN  
PROFITABLE BUSINESS

TACKV

## Extended Business and Personal Benefits.

In today's highly competitive world you need every possible professional touch to win business consistently. TACK's PRO-PAYBACK® sales process provides this.

By continuing to practice and hone the selling skills at the highest level using the 10 stages of the PRO-PAYBACK Selling® model the customer and/or prospect is guaranteed an offer that has been planned, prepared and delivered to gain their trust, attention and potentially their business.

As a professional sales person, you need the critical tools and means to connect and communicate with your customer and/or prospect by adapting your own style to suit theirs. This is when You Appeal® comes into its own. This is the way to guarantee that you personalise your approach to achieve maximum gain.



2 Day Interactive Course

Extensive & Engaging Materials

Can be tailored for your business

### HANDS-ON APPROACH

This highly facilitated course is packed with work based case studies and practice to equip attendees with key skills and tools to implement in the workplace

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

## THIS COURSE WILL ENABLE YOU TO:

- Test and consolidate understanding of PRO-PAYBACK®
- Improve selling skills through role play practice and feedback
- Observe a recording of your performance and make required adjustments
- Develop advanced, consultative questioning skills
- Maximise client relationships by using interpersonal style profiling
- Assess and adapt your own selling style and to handle more complex sales process with multiple decision makers
- Benefit from LinkedIn and other social media in your sales process and construct compelling correspondence with prospects
- Master the 'YOU Appeal®' ensuring the customer is your focus throughout the sales process
- Deploy key strategies for winning business and gaining customer commitment
- Keep developing your client relationships for long term and profitable business



WE BELIEVE IN THE INDIVIDUAL

a GI GROUP brand