



Dip.TAS, BA (Psych.), Grad. Cert. NLP,
M App Sci. (Social Ecology)

Chris is a leader in training in applied cognitive psychology. He and the consultants in his company specialise in cultural, corporate and personal change. He has over twenty years experience in coaching, consulting and leading seminars in Australia and the US.

He holds a Diploma in Training and Assessment Systems, a Degree in Psychology, a Graduate Certificate in Neuro-Linguistic Programming (NLP) and a Masters degree in Applied Science Social Ecology.

“As a result of his training at Inspiritive, Onirik’s CEO says, “time and again Onirik has helped clients achieve outstanding results – results such as 280% improvement in sales in one company, 117% in another, 415% in another”

Geoff Wade - CEO at Onirik

For course details contact us:

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This Value Added Selling workshop is based on years of research and modelling top performers in the field of influence and communications. It has been tested and proven successful by hundreds of professional sales people, ranging from telephone sales, face to face, business to business, retail, transactional sales and complex sales.

After completing this Value Added Selling workshop, sales professionals have reported the following:

- 31% plus, increase in average number of deals in their pipeline
- 22% plus, increase in average sale value
- 26% plus, increase in conversion ratio
- Sales cycle time reduced by more than 13%.

Improvements also include areas such as cross-selling, up-selling, forecasting accuracy and reduced discounting.

This workshop applies New Code Neuro Linguistic Programming (NLP) to selling, in order to enable people to unlock the structures of excellence in communication.

You will learn:

- Assessing people’s verbal and non-verbal communication
- Advanced rapport skills
- Communication strategies for gathering high quality information
- Tracking prospects/team members thinking processes
- Using multiple perceptual positions for flexibility
- Outcome oriented communication and needs assessment
- Congruency checks
- Eliciting resourceful states
- Automating continual performance improvement
- Anchoring buying states
- Pre-framing and reframing
- Setting and managing expectations
- Applying the patterns to your specific pipeline

We highly recommend this program for:

- Professional sales people
- Sales consultants
- Sales team managers
- Sales trainers

Catalysts of exceptional effectiveness

INDIVIDUAL | IN-DEPTH | INTEGRATIVE | INNOVATIVE | INSPIRING