

EFFECTIVE FACILITATION TECHNIQUES FOR THE SALES PROFESSIONAL

Exceptional sales performance begins with communication!

Present and communicate with skills that captivate, influence, and gain commitment. Effective Facilitation Techniques for the Sales Professional is a dynamic communication program that offers long-term dividends for the life of your company.

Learn to:

- Identify the types of interactions to be facilitated.
- Enhance your use of questions to help others discover a solution.
- Organize ideas quickly and logically.
- Effectively lead small and large group meetings.
- Evoke the perception of credibility and professionalism.
- Gauge your audience and make adjustments during your presentation.
- Develop techniques to address unacceptable behavior of group participants.
- Use verbal and non-verbal techniques to direct interactions toward goals.
- Overcome the fear of having to know everything as a presenter.

CONFIDENCE

Using facilitation techniques empowers team members to contribute toward the goals, take responsibility for outcomes as a group, and increase effective communication between team members.

This powerful day and a half program will provide you with a variety of structured opportunities for developing your presentation skills, equip you to deliver your message, regardless of the size or type of audience in a professional, compelling and convincing way.

You will experience interactive activities, clarification with guidance from the group, and ongoing mentoring from an experienced AIM facilitator.

PROGRAM

Audience:

Sales ■ Managers ■ Leadership Team

Schedule:

Two day workshop

Day 1: 1/29/10 8:30am - 4:30pm

Day 2: 2/05/10 8:30am - Noon

Features:

Workbook
Action Exercises to insure application
Self evaluations
Interactive practice with timely feedback
In the moment coaching

Location Options:

Public programs at the AIM office
Customized on-site programs

Tailor this program to support & drive your 2010 company goals

Call AIM Today!

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