



Workshop Overview

Referrals are the major method of gaining new clients in professional services. Whether you are an IFA, a mortgage broker, solicitor, accountant, referrals gives you massive advantages. A 90% closing ratio, they follow your recommendations without hesitation, it has a very low cost of sale, enabling superior client service and removes risk from the client's perspective. There's also little or no competition and you're able to reciprocate to your clients in the form of recommendations for their business.



Benefits

By attending this content rich one day programme you will become more confident to select your goals and targets and have a clear direction towards achievement of your goals. You will be able to handle the peaks and troughs of the sales profession and to become more resilient, productive and organised.

Outcomes & Content

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| ✓ Learn really powerful goal setting techniques | ✓ Create and sustain a positive mental attitude |
| ✓ Apply goals to annual and quarterly planning | ✓ Learn how to manage your own mind |
| ✓ Learn a practical strategy to clear your email | ✓ Learn the Success formula |
| ✓ Differences between being "busy" & "productive" | ✓ Know your outcome |
| ✓ Apply the time management matrix | ✓ Formulate your best plan in writing |
| ✓ Apply the Pareto principle (80/20 Rule) | ✓ Gather and evaluate the feedback |



Who should attend ?

This workshop is ideal for entry-level salespeople, aspiring account managers and account directors.

