

**Program: Relationship Selling**

**Duration:** One Day (optional half day pre-soak)

**Number of Participants:** Up to 50

**Location:** Client Arranged Facilities

**Cost:** \$2,500 (plus \$25 per participant for materials)

**Coaching:** Individual tele-coaching available on request

**Workshop Outcomes:**

Salespersons that **can understand** a wide variety of people are more successful than those that operate within a narrow range.

Salespersons that **can be understood** by a wide variety of people are more successful than those that can be understood by a narrow range of people.

This highly engaging training gives salespersons the tools, methods, and strategies necessary to:

- Understand how their personality\* affects their ability to work with clients.
- Identify and understand how their client's personality\* affects their ability to work with them.
- Use this knowledge, along with our practical tools and methods, to:
  - strengthen relationship
  - overcome obstacles
  - partner with a wide variety of clients
  - build sales
  - develop trust and understanding

Please contact us to learn more about this workshop, or to schedule a time to bring this powerful learning to your sales force.

\* By personality we mean the different ways we and our clients:

Take in information  
Understand what is being communicated  
Give information  
Make decisions  
Exhibit ourselves to others  
Talk and listen  
Accept new information



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constructive organizational change