

EVERYTHING DiSC® SALES

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Everything DiSC® Sales teaches participants how to read the styles of their customers. The result is salespeople who adapt their styles to connect better—and close more sales. This course focuses on three vital areas: Understanding your DiSC Sales Style, recognizing and understanding customer buying styles, and adapting your sales style to your customer's buying style.

Objectives

- Discover your DiSC Sales style, priorities, strengths, and challenges
- Recognize and understand your customers' buying styles
- Adapt your sales style to your customers' buying styles

Benefits

- Improve sales performance and customer retention
- Provide a better understanding of yourself and your customers
- Improved sales relationships
- Improve relationships with other external partners such as suppliers

Assessment

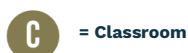
Everything DiSC® Sales Profile

Delivery

Classroom Full day

See Also

Conflict Management



= Classroom



= Virtual



= Blended

DION LEADERSHIP