



Consultative Selling

**Bring your sales skills
into the 21st Century
with sales simulations**

Each simulation has its own set of objectives for you to achieve in the time allowed.

Each simulation will be observed by a colleague, the trainer plus our tiny SD Video Camera which blends into the background.

After the simulation, you'll be able to receive expert feedback from colleagues and trainers

Then you'll watch your video (on your own) using our special viewing equipment.

The simulations we use have been carefully crafted to mirror your real world, using realistic situations and characters.

The actors are being briefed on how to act, what to say and how to handle you in a standardised format, but it really depends on how you lead and control the meeting.

Much of your up-skilling is going to be achieved before the day, using innovative Podcasts, so that we all arrive on the day all singing off the same hymn sheet

The Transactional Salesperson is dead...long live the Consultative Salesperson.

The Internet and the recession has finally caused the demise of the traditional transactional product peddler.

This one day workshop will recreate your business in an authentic, simulated sales environment.

Giving your salespeople the opportunity to learn consultancy selling skills through experiential learning.

Actors create realistic selling scenarios - based on the challenges faced by your business - to allow practice of real world solutions in a risk free setting.

Sales success becomes a matter of habit.

State of the art recording allows continual learning even after the simulation is over.

**Call or email now to
discuss how we can
tailor the simulator for
your teams**



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