

Manage your life,
Through your mind.



THE MINDTECH INSTITUTE

TRAINING & DEVELOPMENT

The MindTech Institute

TheMindTechInstitute.com



ADVANCED
SALES
TRAINING

THE MINDTECH INSTITUTE

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The MindTech Institute

Trainer/s: Adam Musselli

Dates: Online Training (Anytime) | Workshops: visit our “Events” page.

Location: Online Training (Anywhere) | Workshops: visit our “Events” page.

You can make reservations the following ways: visit our website and click on the “Events” tab.

To study online, visit our website and click on the “Online Courses” tab.

You may also email us at info@themindtechinstitute.com or info@mti.edu.au

Websites: www.themindtechinstitute.com
www.mti.edu.au

Advanced Sales Training

The psychology of selling anything:

Discover the art of selling and become a master of influence. Learn the major sales techniques, strategies, and the whole sales process which will allow you to gain the necessary skills to sell anything.

Some of Course Benefits:

- CREATE a new mindset for sales success and replace old unconscious habits with new skills that lead to greater sales
- DISCOVER your customer’s ideal buying strategies, and learn how to feed them back their buying patterns for a successful close
- ENJOY selling your ideas, services, products to anyone with confidence and by creating mutual benefits
- CLOSE sales and deals, and upsell with confidence
- MASTER the art of body language and rapport building
- MASTER the art of linguistic patterns
- APPLY unique selling tactics and techniques (styles) accordingly
- STAND out from competitors with unique customer experience and create long lasting loyalty

About The Course:

In this course you will learn how to sell more by learning the latest cutting edge sales skills which will take your sales career to the next level.

Since the sales industry, particularly online sales, is increasing at a rapid pace, many individuals are missing out on great opportunities either because they lack the necessary sales skills or because they are stuck using outdated sales techniques that have never worked even in the last century.

Throughout this course, I will walk you through the sales process step by step and teach you some powerful sales tactics. This one-of-a-kind Sales Training course is based on the most effective and proven techniques in business psychology, social and behavioral science, and Neuro-Linguistic Programming NLP, and will cover all of the most important and necessary knowledge and experience you or your business requires to achieve greater results.

This is a great opportunity to master the most powerful selling skills, without becoming an annoying “unprofessional pushy and salesy” character. This unique sales training program is designed for beginners...even if you’re shy or an introvert person...

Some people say that not every person is “born” to sell or salespeople are born and not made, but that is far from the truth... in fact, EVERY PERSON IS “BORN” TO SELL, and you’ll learn why and how during this course. However, selling is a skill like any other skill that can developed and mastered.

This course sets the groundwork for what it takes to be successful in selling ANY product or service in ANY industry. I'll break down what selling is psychologically and how. In reality, everyone on the planet is a salesperson, regardless of their background, job title or occupation. This course teaches you everything you need to know about sales, including preparation and planning, relationship development, managing and handling objections, management strategies, and the powerful closing techniques. You won't be learning the old cheesy "sell me this pen" techniques... this course will provides practical strategies you can apply right now to increase your opportunities and achieve greater outcomes.

Who this course is for:

- Beginning to Intermediate level salespeople
- Those currently working in sales looking to increase their figures
- Those considering sales as a career in the future
- This course will benefit anyone interacts with people whether face to face, over the phone, or online.
- Experienced salespeople who aren't getting the results they want
- Advanced sales people who need new improve their sales skills
- Since we're all in sales in one way or another... this course is simply for everyone.



Duration of training: **Online Training:** must be completed within 16 days upon enrolling
In-Class (Workshop): 1 Day.

Exam: A questions and answers exam will be taken at the end of the online training or at the end of the workshop if in-class.

Course Content

Some of the subjects will be covered in this course:

- The importance of time
- How to be a great salesperson
- The 7 Steps to a Complete Sales Process
- Building rapport (trust)
- Hierarchy of ideas
- Representational systems (how people process things in their heads)
- Strategies
- How to identify your most profitable next clients
- How to offer your services
- How to speak with confidence
- The basic 5 Steps Sales Process
- The major problems salespeople often face... and how to overcome them
- The Four Major Objections
- Handling objections
- The major reasons your customers don't buy from you
- The best sales closing techniques
- Customer loyalty
- Humility, empathy and sympathy are NOT weakness
- And much more!

Certificates

All participants receive a certificate embossed with The MindTech Institute authentication seal (unless online you'll receive a printable certificate - for embossed certificates can be organised by post).

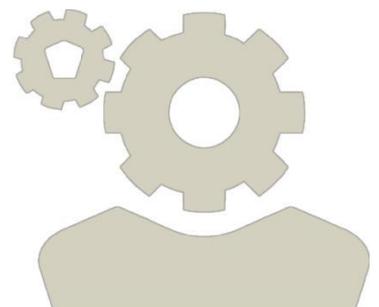
The certificates also include student unique identification number and QR code for verification purposes.

Enrolment

Enrolment becomes effective upon receipt and full amount is paid.

You can always contact us to find out if there's a current offer.

If the above payment methods on our "Check Out" page are not available in your country, you can email us at info@themindtechinstitute.com to assist you further.



Instructor:

Adam Musselli



Adam has been in the field of psychology and social & behavioural science since the early 2000s and he's the lead trainer at The MindTech Institute.

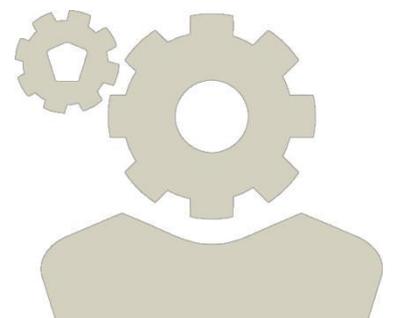
Adam's educational and experience background in understanding human's behaviour, sociology and psychology has given him a broad base from which to approach many topics.

The MindTech Institute and Adam Musselli have since 2007 been a symbol for effective, efficient and sustainable hypnosis and NLP methods and techniques which are taught in over 10 different locations across the world, and increasingly more people are discovering these easy and applicable techniques for their practices or as in therapies to solve personal issues and challenges as well as corporate and personal development training.

Adam included simplicity into his training which inspires and motivates many of his students. This simplicity is also expressed through a unique elegance and pleasant way in delivering his lectures, training and workshops. In addition, his multilingual, intellectual and academic background

give him the ability to engage his students and audience by using simple metaphors even when he's lecturing what is considered "Extreme Science".

Adam holds several seminars and many courses in Australia and abroad throughout the year. He runs in-class Advanced Diploma Courses such as in Leadership and Management, Marketing and Communication, Counselling as he is also the voice behind the online courses at The MindTech Institute.



TRAINING

The MindTech Institute delivers all their qualifications and courses in Australia and abroad. They offer a wide range of training options with focusing on assisting individuals and businesses who wish to gain valuable knowledge and skills to achieve their best potentials leading to greater improvements, and many positive successful pathways and outcomes. The MindTech Institute offers the best cutting edge online training and workshops.

All courses, events and workshops can be found at The MindTech Institute's websites:
themindtechinstitute.com | mti.edu.au



SERVICES

Collaboration is at the heart of every interaction with The MindTech Institute students and clients. Working in partnership to understand their key goals or/and business concerns. The MindTech Institute identifies what you want to achieve and helps you to see your personal goals, business or career goals from a new perspective - and then offer the right solutions to help you to grow. The MindTech Institute way of working with their students and clients brings flexibility and creativity as well as qualities which elevate their performance as an individuals, employees, business managers or leaders. The MindTech Institute main objective is to work with you to develop a clear path to reach realistic goals which are important to you and your business.



The MindTech Institute is a Registered Training Institute based in Sydney Australia offers various courses, diplomas, seminars and workshops delivered in class as well as online. The MindTech Institute is also known as one of the world leading recognized training institutes that can offer recognition of prior learning services which is also recognized world-wide through other institutes, colleges, universities as well as to study abroad.