

# Effective Sales Skills Training in 2020

As a thank you to our friends at the NEPIC, here's a festive treat...

Receive £10 discount on our masterclasses! Discount is effective until 10th January.

Each class in 2020 will cover multiple themes, offering excellent value for money as well as sound, market-leading knowledge. Delegates will leave feeling empowered to tackle their future sales activities with confidence.

## Tuesday 14th January - 'Building a Successful Sales Team'

Course includes: Recruiting with Confidence, Managing a Team with KPI's, Retaining Talent.

## Tuesday 18th February - 'Emotional Intelligence in Sales'

Course includes: Sales 'n' Stress, Resilience, How to Create a 'Self Awareness Mindset'.

## Tuesday 17th March - 'Telesales'

Course includes: Intro to Cold Calling, Calling with Confidence, Ethical Selling

## Tuesday 21st April - 'Conversion'

Course includes: Buyer Behaviour, Handling Objections, Closing the Deal.

Each masterclass is £150 +VAT and includes all materials and lunch. Booking essential. Bookings can be made on; [www.justwilliamsltd.co.uk/sales-academy/](http://www.justwilliamsltd.co.uk/sales-academy/) with the discount code NEPIC10