



Hints and Tips

Welcome to another year of Reed Construction Data's Hints & Tips. We hope you'll continue to find this information useful and relevant to your business. The first issue of our Hints and Tips is focusing on our new training course which is launching in February 2009.

Solution Selling: Build Better Business

How to win more business through a consultative selling approach

Reed Construction Data in partnership with Dale Carnegie Training® have developed a innovative sales training workshop to assist you to leverage the maximum value from your Cordell® Report. This workshop is practical, providing hands on experience and real-world applications.

This course aims to develop the skills and confidence of participants when you are face-to-face with potential customers to consult and deliver a product or service solution that meets their business needs. This approach can help you build mutually beneficial business relationships with your customers to potentially increase your chances of repeat business and increase your profits.

Objectives of this course include:

- Build the self confidence to overcome the challenges of selling
- Communicate value from a buyers point of view
- Apply a consultative selling process to accelerate the sales cycle
- Strengthen relationships by building credibility and client loyalty
- Develop a positive attitude to generate predictable sales results

Remember that participation is on a first come first served basis. So don't miss out on this opportunity to help grow your business.

Call our training team on 1800 80 60 60 or email training@rcd.com.au to reserve your place now!

Contact us for more information

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Reed Construction Data

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