

MARKETING SERVICES

TRAINING & LEARNING

- Creative Thinking
- Internal Communication
- Media Training
- Presentation Skills
- Sales Techniques
- Team Building
- Time Management

PERSONAL DEVELOPMENT

SUCCESSFUL SELLING



Psychological Secrets for Sales Professionals

This course explains psychological rules and techniques that magicians use to guide people to a particular perception and then applies them to the key business skill of selling.

Successful Selling explains:

- ✓ How to direct attention and become a value added sales professional.
- ✓ Simple psychological tricks to connect you to your customers and clients.
- ✓ The five ways we take in information and a simple sales process formula that guarantees results.
- ✓ How to evaluate your own personal selling style and use it to maximum advantage.

"I was so keen to try out the techniques and after just three weeks I'm delighted with the results. Really enjoyable, very effective and highly recommended."

Sales Manager
Intel

FOR MORE DETAILS CALL OUR TRAINING TEAM NOW ON:

0845 006 1234

www.magicmanagement.com

Successful Selling



This course will give you a valuable understanding of the sales process, reasons to buy, common customer types, creating need, presenting benefits, objection handling and closing the sale.

You will discover the selling power of focus and leverage. Learn where to focus your time and effort, how to maximize your sales hours and how to develop mutually profitable relationships with your customers.

This course will help you to master your sales game. Learn how to reach and maintain peak sales results and how to build an endless stream of referrals and business contacts that work for you.



The following sales courses using Magical Innovation™ are also available:

- Selling by telephone
- So you're the Sales Manager
- Advanced Psychological Selling

Magic Management operates in three areas, Marketing Services, Training & Learning, and Personal Development. Using Magical Innovation™ - the psychology of magic for business success, we provide companies with solutions for effective communication.

Our experience shows that any communication is more memorable and effective if your audience is emotionally engaged as the message is delivered.

The methods we employ go beyond the traditional. They use proven techniques and principles derived from a detailed understanding of the way that people interpret and process information.

To book this course, or discover more about Magic Management, contact us now:

Phone: 0845 006 1234

Fax: 0845 006 5678

mail@magicmanagement.com

www.magicmanagement.com

Magic Management Limited
Regent House, 291 Kirkdale, London SE26 4QD