



IKEL-GARNER
& Associates

The ART of SELLING (Certificated)

Morning Session

Personal and Sales Profiling (done prior to course, as information is utilized during skills development)

MBTI (Myers-Briggs Personality Temperament)

Assertiveness

Entrepreneurial Aptitude

Successful Sales Questionnaire

EQ Questionnaire

Global Predictors of Success as a Sales Executive

- Emotional Intelligence
- Adversity Quotient
- Conflict resolution
- Art of being Assertive
- Working harder vs. Working smarter

Communication & Negotiating excellence

The Sales Cycle

- Prospecting toward Platinum
- Opening the Sale
- Closing the Sale
- Retaining the Asset

Is Talent enough?

Afternoon session

Creating your Work of Art

The 4 P's in basics of Creating

- Plan
- Prepare
- Produce *the work of Art*
- Phinish



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