



ADVANCED PHONE UPS INC.

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TELEPHONE TRAINING SEMINAR SCHEDULE FOR SALES

30 to 45 minutes.

SALES DEPARTMENTS

- Program introduction.
- How to pull a name & number.
- How to ask for an appointment.
- How to over come price.
- How to overcome specific models you may or may not have.
- Keying off the customers words.
- How to verify appointment & phone number.
- How to get the client in that won't set an appointment.
- Working around Busy Schedules.
- How to get the customer to ask for you by name.
- 10 weeks ongoing One-On-One Training

OUT-BOUND SEMINAR FOR INTERNET AND PROSPECTING
MAY BE INCLUDED AT NO CHARGE IF NEEDED.

SATURDAY SEMINARS AVAILABLE UPON REQUEST.