



## **Centroid Consultative Selling Program**

### **Executive Summary**

This course is designed for sales professionals who want to compete at the top level in their field. ***Centroid Consultative Selling*** recognizes that Customers have less time, expect more and want to reduce exposure and worry. In a half day format this program is customized to the requirements of its participant's top needs and back fills with the course process and platform to help promote seamless, continuous, collaborative selling. It focuses on the environment where customers offer less personal contact while anticipating top notch responses from sales/product experts. Finally this program promotes customer first call status with suppliers.

**Program is scalable for Intermediate or Advanced participants.**

### **Course Objective**

***Centroid Consultative Selling*** focuses on providing participants with a road map and plan to extract optimum expenditures from important new and existing key customers. Its other objective is to bring greater awareness to the new reality that consultative selling is much more than closing a piece of business. It's about growing and retaining more than our fair share of existing business. All skill sets are designed to be implemented immediately with quick ROI.

### **Program Structure**

- 1) Half Day for up to 12 participants
- 2) Customized from deck of approximately 80 slides
- 3) Approximately 40 slides deep for half day
- 4) Several Participation Workshop and Role Play Exercises
- 5) Deep interactive workbook
- 6) Take away purse/wallet "Tip Card"
- 7) One to one follow up by Facilitator within 10 days of delivery date
- 8) Personalized framed Centroid Certificate upon course completion

### **For More Information Contact**

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