



PRESENTS
ART OF SELLING



DURATION	1 Day
TARGET GROUP	Anyone who have to sell the product or service to the individual or the organization
PROGRAM TAKEAWAYS	Understand the individual importance in selling Understanding of sales process Understanding of Customer Psychology Keys to success in selling
RESOURCE PERSON	Mr. Ajaya Regmi
CONTENT	Develop your sales personality Understand your product or services Know your customer Sales process
DATE & TIME	31st October, 2015 (9:30am to 5:00pm)
VENUE	NBI TRAINING HALL, KATHMANDU

NBI Terms and Conditions

Fee/ Charges : Cancellation/ withdrawal of participants must be done 24 hours prior to start of the program. If participants does not attend the program without cancellation, full charge should be levied to the client.

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Course Outline

Time	Details
9:30am - 11:00am Session I	Developing Powerful Sales Personality 1.1 Attitude and Appearance 1.2 Most Important Skill as Listening Skills Developing Sales Personality 2.1 Every sales person need to Influence
11:00am - 11:15am	Tea Break
11:15am - 12:45pm Session I1	The Psychology of Selling Know Why People Buy Creative Selling Approaching the Prospect The Sales Process The Psychology of Closing
12:45pm - 1:30pm	Lunch Break
1:30pm - 3:00pm Session III	How to deal with objection Winning closing techniques I Winning closing Techniques II
3:00pm - 3:15pm	Tea Break
3:15pm - 5.00pm Session IV	Managing Your Time Efficiently Ten Keys to Success In Selling

Trainer's Profile

Ajaya is an entrepreneur, coach and speaker and a team member of John Maxwell's team of coaches, teachers and speakers and has been trained and certified by John and his faculty personally. He worked as a teacher and become an entrepreneur and later into coach, trainer and motivational speaker. Working with and for people is his passion.

He had an international training exposure in different countries including USA and UK. He is an executive member of Nepalese Young Entrepreneur's Forum (NYEF), active member of Rotary International and Toastmasters International.

He is currently a working partner in Silver Mountain Graduate Business School and works as a Program Director. As a freelancer he sometime work with Social Welfare Council as a Program Evaluator for their current projects. He is pursuing Mphil in Educational Leadership from Kathmandu University and done his Master in Management from Tribhuvan University.

What People Have Said About His Training?

Ravin Man Bajracharya, MD, Absolute Holidays: **"The 21 Irrefutable Laws of Leadership Training was the first of its kind that I attended and I must say that it has been a much worthy one for many reasons. I have to say that I was very much impressed with our master mind trainer Mr. Ajaya Regmi for incorporating all the essentials and for the rapport that he built up with each of the participants in course of the training. His extensive knowledge regarding the content, excellent communications skills, approach, patience, discipline and sense of humor made the whole learning and growing process a commendable one."**

Shyam Lamichhane, HR Officer,

Yeti Development Bank Limited: "It was a very nice experience to have 10 weeks of training on "The 21 Irrefutable Laws of Leadership" developed by John Maxwell. The training was facilitated by Maxwell's Certified Team Member and a charismatic leader Mr. Ajaya Regmi. During our training period, I found him a star trainer/facilitator who was able to bring loads of practical experience to the classroom. Further, Mr. Regmi stands out as bright and enthusiastic professional trainer eager to deliver on what he promises. His sense of commitment coupled with his excellent demonstration skills proves him an effective trainer."

I would always love to take similar training from him in the days to come.