

Name of the program: Sales & Persuasion

Level	Beginner to Medium
Duration	One day (4 sessions, 1.5 hours each session)
Target Audience	Individuals with 0 – 5 yrs experience in any field.
Program Takeaways	<ul style="list-style-type: none"> • How to sell yourself • How to sell an idea. How to create the need for you product/service • How to communicate effectively and efficiently • How increase the probability of success in everything you
Contents	<ul style="list-style-type: none"> • Goal Setting, Building Rapport • Theories on maintaining attitude and expectations • Importance of scripts (how to create a script) • Creating the nee • Taking commitments • Effective closing strategies • Appointment setting, Territory management • Handling objections.
Date, Time & Venue	<p>30th January, 2015 (10:am to 5:00pm)</p> <p>NBI Hall, Kathmandu.</p>
Facilitator	<p>Mr. Arniko Singh</p> <ul style="list-style-type: none"> - Graduated from Lincoln School in 2005. - Graduated from the College of Wooster (Ohio, USA) with a degree in Economics and Math in 2009. - Worked for a Billion Dollar company – Cbeyond – as a Sales executive. - Got promoted 3 times within the first year. - Learned and implemented the aggressive sales method that supported the billion dollar company. - Earned approximately \$100,000. - Quit the job and returned to Nepal to start my own company. - Started Singha Group in 2012. - Signed 50 clients in the first 3 months of the Company's inception. - Expanded the business after 18 months. - Added 500 more businesses within 1 month using sales training. - Employs over 15 employees. - Currently catering to 550 clients and over 15,000 customers. <p>Currently also providing training to students of various educational institutes.</p>

Contact us:

T: +977 | 4415905 | F: +977 | 4415903

E: info@nbi.com.np | W: www.nbi.com.np

Program Session Plan

One Day

10:00am to 11:30am (Session 1)	<ul style="list-style-type: none">• Introduction• Goal setting• Success Pie Chart• Rapport Building
11:30am - 11:45am	Tea Break
11:45am – 1:15pm (Session 2)	<ul style="list-style-type: none">• DBM (dominant buying motives)• Create the need. Dig for pain.
1:15pm - 2:00pm	Lunch Break
2:00pm - 3:30pm (Session 3)	<ul style="list-style-type: none">• Repeat Make sick.• Transition sentence• Fill the need
3:30pm - 3:45pm	Tea Break
3:45pm –5:00pm (Session 4)	<ul style="list-style-type: none">• Close• Handling Objections.• FUJI theory• FFF Theory

Contact us:

T: +977 1 4415905 | F: +977 1 4415903

E: info@nbi.com.np | W: www.nbi.com.np