



Consulting Forms

800.766.0462

info@thesalescoach.com
thesalescoach.com

Use this form to select the most appropriate topics for your next meeting or event and your overall training schedule.

	Annual Meeting	Quarterly Meeting	Other
Basic Sales Skills			
Prospecting and Cold Calling			
Networking and Referrals			
Probing for Customer Needs			
Presenting Solutions (Products or Services)			
Handling Objections and Resistance			
Closing and Gaining Commitments			
Listening and Communication			
Other			
Other			

Advanced Sales Skills

Relationship Building			
Value Added Selling			
Consultative Selling			
Sales Negotiation			
Account Planning and Penetration			
Multi Product Selling			
Time and Territory Management			
Other			
Other			

Personal Development

Attitude and Motivation			
Goal Setting			
Other			
Other			

For a FREE consultation, fax this to Michael J. Galante, The Sales Coach at 1-800-766-0463 or email to michael.galante@thesalescoach.com