

## Public Sales Training Workshops

### Description

[vc\_row padding\_top=0px][vc\_column fade\_animation\_offset=0px]



45px][vc\_column\_text] At BDU, we offer highly interactive

public sales training for every member of your sales team, covering such topics as:

- Networking and prospecting to consistently fill the pipeline with qualified leads.
- Running effective discovery meetings.
- Presenting proposals that respond directly to prospects' needs.
- Overcoming common and uncommon objections.
- Closing the business from the first conversation.
- Shortening the sales cycle.
- Learning to develop a daily activities plan that is a recipe for success.

### Currently we offer:

[/vc\_column\_text][/vc\_column][vc\_row][vc\_row padding\_top=0px padding\_bottom=0px][vc\_column fade\_animation\_offset=45px width=1/1]

## Prospect to Close...And Everything Else In Between!

For salespeople of any level - 2 Days

[Enroll](#)

## Managing and Leading Successful Salespeople

For new or seasoned sales managers, business owners, or CEOs - 1 Day

[Enroll](#)

[/vc\_column][/vc\_row]

**Date Created**

July 8, 2016

**Author**

---

admin

*default watermark*