

'IMPACTSelling' –Sales People say:

"IMPACT selling has taught me the sales skills that I need to successfully sell. These skills are not only relevant for sales, but can also be implemented in real life applications. The concepts learned give me a clear and concise roadmap to follow throughout the sales process, allowing me to objectively monitor my progress.

I would recommend this program to anyone who wants to learn what sales is really about."

*Berin Delforce
Australian Biodiesel Group Limited*

"IMPACT selling taught me the importance of a number of things:

- Always get referrals
- Ask the buyers their personal needs
- Control the meeting
- Ask more open questions
- Develop funnel subjects
- There are lots of dollars in listening!
- Isolate concerns

If no commitment, review the positives have a review meeting after the sale."

*Mike Corr, Corporate Business Development
BigAir Group*

"Thank you IMPACTselling! I didn't realise how many closed questions I used to ask! This is all common sense, but, sense is not all that common! I've been selling for a long time and have not had any training for years – this has really filled the gap for me."

*Paul Fleetwood, Direct Sales Executive
BigAir Group*

"I have enjoyed this program and feel it will improve my personal growth as well my business. I would definitely recommend this – it sets up an excellent sales process based on proven personal habits of professional selling"

*Steve McIntyre, Corporate Business Development
BigAir Group*

"The days have taken the skills I have picked up on the job and through mentoring and given me the confidence to apply and build on these core skills. Nice to know I am on the right track, now just have to fine tune! Simple no mystery approach to sales."

*Janine Pace
RSP Recruitment Australia*

"I believe you should always go over the basics; this course is simple and therefore highly effective. I will most definitely be going back to the ABC's and am looking forward to improving my results because of this."

*Angie McMenamin
RSP Recruitment Australia*

"I have never been on a sales training course before. I really felt that I could learn a whole lot of techniques that I just wouldn't put into practice, but from doing / participating in the IMPACTSelling training course I really feel that I have gained and learnt a lot of simple things that can be used everyday on a personal and business level that can make me excel in these areas."

*Monique Stralsky
RSP Recruitment Australia*

"I think I have learnt more on not taking things so personally and that sales really is more simple than it is made out to be. I am definitely going to practice listening and keeping calmer when I come across objections and also going to practice more open questions. The facilitator was very helpful during the training."

*Julie Claffery
RSP Recruitment Australia*

"I have attended a number of other sales training courses however they have tended to be tailored to our industry of recruitment. Having said this, the Impact Selling course was very relevant to our industry and Mark adapted it very well to our situation; as a result I believe it is relevant to any sales organisation no matter what the industry. It has brought things back to the basics of sales and I have also learnt some new ideas and strategies in the process."

*Goh Hattori
RSP Recruitment Australia*

"This was a very well presented course. The fact each day passed without having to look at the clock meant the intellect and involvement levels were maintained throughout. It has made me think more thoroughly about the whole sales process and analyse each step rather than just go through the motions."

*Bernie Edmonds
C.R. Kennedy*

"I found the program to be useful; it incorporated the kind of explanation and instruction I needed before beginning sales. The small group was intense, but impactful as I felt we all had the opportunity to contribute and experience constructive criticism.

The sales structure was explained really well, and the program has helped to de-mystify certain elements of the sales process. I would recommend this to others as the in-depth theory and practice amount to a well rounded introduction into media sales."

*Julie Baricevic
Pacific Magazines*



"I found this program to be helpful and useful to apply in my sales role. I could gather information from other delegates and understand why clients / media buyers may give you a hard sell.

Mark allowed us to be put in a situation where this could happen and gave us solutions to reach our objectives. The small group allowed Mark to focus on our current situations which helped us understand the best selling techniques applicable to our role.

I look forward to using my newly found sales skills on new clients and prospects."

*Alicia Goodsell
Pacific Magazines*

"My initial reaction was 'not another sales training program' – however I was fully charged by the first break. The training has been sensational! Well planned, easy to follow, understood and the rules can be applied easily with practice and application.

I feel more confident in my ability to control client meetings and get the commitments to improved performance."

*Greg Chambiras
Australian Business Limited*

"A very interactive course that was kept interesting and fun to participate in for 3 days. The skills on handling objections and having no fear will certainly prove a worthy addition to sales within my department / organisation."

*Angela McCaughan
Panasonic Business Systems*

"The program provided the closure for me personally after the previous course I did with PACE at Konica Minolta last year. It drove the message and reinforced the tools that are available with the sales cycle, to handle objectives, objections and how to deal with any situation. The program also has a structure which is important and the deliverance of combining all industries in their sales cycle. Mark presented extremely well, considering that the audience had a huge difference in age and experience, well done."

*Chris Gavathas
Konica Minolta*

"I am new to the sales process so I had no expectations. I had no idea how much was involved in the sales process, the main things I will be taking away with me will be setting objectives, my introduction, value proposition, questions and how to professionally handle objections."

*Luke Livingstone –Powell
SNAP Printing*

"With quite an extensive hand book and many examples and points discussed during the course that enable a thorough understanding of the sales procedures and hints to making a more confident and professional IMPACT sales rep. From this course I will take away and try to implement and recommend that office staff refresh and rehearse to acknowledge proper selling tips. Going into full time selling now will make me a happier and comfortable sales colleague. I am happy to go out and sell."

*Nathan Gatt
Rohlig Australia*

"Fantastic course; given me the tools, understanding of the sales process and the confidence to go out and try them and to continue to improve them."

*Charlie Page
National Starch & Chemical*

"I found the concepts in this course very easy to understand and logical. Being very new to sales I feel that I can take a large amount of what has been presented and put it into practice very early in my career. I believe this will put me in a good position to achieve excellent results early on in my career, hence adding value for myself and Trapeze. I would recommend this program as I believe everyone should get the opportunity to further their sales skills and hopefully fortunate enough to get the opportunity this early in their career."

Joshua Quinn, Trapeze

"I would like to thank you for the training program for our sales team at Express Data. The training was extremely beneficial to our business, as it was tailor made to suit our selling environment. I have been in IT Sales for over 7 years and found that no matter how many years experience you have in sales, attending these courses definitely help you to become a more successful sales person. I have already put in use some of the sales skills from the course and was pleased with the results."

*Marta Callas, Account Manager
ExpressData*

"Selling is not rocket science, it is just a matter of training and knowledge. It showed me that nearly everybody could be a good sales rep."

Sebastian Rose, ROHLIG Australia

"I guess the greatest impact was 'seeing' what I am doing wrong more consciously and the negative impact on my results. Also to practice and minimise the negative thoughts."

Silvana Oliveira, ROHLIG Australia



“Very practical orientated with lots of examples. Applying the knowledge while training in role plays was really good and helpful. Whilst doing the role plays it was helpful to find out where weaknesses were. There was lots of interaction and discussions about experience of delegates. I learnt about different steps that have to be taken into consideration while sitting in front of customers.”

Ines Kohler, ROHLIG Australia

“I have been involved in sales for over 10 years. The program was professionally presented and helped me identify areas that I can improve on. The concepts filled in gaps in my sales knowledge and has given me the tools to address the bad habits that have formed over the years.”

Damien Rhodes, Datawatch

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