



Eliss Consultancy
Engaged learning. Applicable solutions.

SALES ADVISORY TECHNIQUES (E-SAT)

Expand and deepen your clients' profile through a width of sales techniques.

Learn how to weave stories, concepts, images and data together with essential elements into each presentation with engaged and interactive practices

Course Coverage

- ✓ Proven 16 Sales Techniques
- ✓ Deepen Relationship, Expand Case Sizes
- ✓ Create Referrals without Closing
- ✓ Simplify complex financial, estate and investment planning conversations

Duration: 1.5 Days (7 CPD Non-Core Hours)

Format: Interactive Workshop

Class Size: 10-20 Participants

Fee: \$1200

Exclusive Trainer: Eliss Chen

Contact Us
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Course Coverage

Story Telling 101

- Why clients are engaged through stories
- What are the key elements of story telling to create sales angles
- Identifying different types of stories
- Role Plays and Practices

Infographics, Images and Facts

- Essential Elements to Piece Complex Presentations
- Create Clarity for Clients to Refer

Presentation 201

- Weaving Together Components
- Simplify complex financial, estate and investment planning conversations
- Securing Buy Points for Complex or High Value Cases

Attend a Course Preview Now:

<https://bit.ly/elisscoursespreview>

Register here: <https://bit.ly/esatcourse>

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