

Solutions Selling Workshop

FACTS:

- 1. 95% of the dealers in the US don't actively sell software because it slows down the sales cycle and kills gross profit...**
- 2. Dealership failure rate is the highest it's been in 20 years...**
- 3. Every manufacturer feels software solutions coupled with copiers is the future of the business...**
- 4. Dealers selling software solutions are the only ones making 30-50 points in Gross Profit...**

Would you like to be part of the 5%? Let us help.....

Workshop Description:

Five Hour Half Day Course with 2 Follow Ups where we come to your office and teach your people a "Simple Approach to Solutions Selling" and it's co-opable!

Workshop Deliverables:

- 1. A "Three Call Close" for Solutions Selling**
- 2. Experiment with and Implement Software Solutions Selling without losing any business**
- 3. How to Earn Gross Profit unheard of in copier only programs**
- 4. How to pursue accounts with 2 or more copiers; 5 or more printers/faxes**

Over 300 Dealers trained; ask me about our Show Special:

\$1500 SAVINGS!