



Improve your salesmanship skills

SALES BOOTCAMP

COURSE OUTLINE

MILAN ACQUISITIONS

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Milan Acquisitions Sales Bootcamp Outline

Over the course of an intense 5-day program, we will teach you all the knowledge you need to handle a sales call successfully with a prospect. This program will enable you to consciously apply sales techniques that successfully help you in controlling the conversation to your advantage through the whole sales process.

We have gathered all the knowledge we have acquired over the last decade through painful trial and error, and we analyzed our successes and failures to build a comprehensive, but an intense weeklong experience.

Save yourself many years of trial and error, as we did, and hop on our Bootcamp NOW!

Let's check out the content outline.

Day 1

- Step 1 of the conversation - The Introduction
- 4 Different types of day you will always encounter
- The Law of averages
- 8 Great work habits
- Role Play & Assignment

Day 2

- Step 2 of the conversation - The Short Story
- Personality types
- Objections & Objection Handling
- Asking the right questions
- The impulse factors
- The buying signs
- How to schedule a follow-up appointment
- Role Play & Assignment



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Day 3

- Step 3 of the conversation - The Presentation
- K.I.S.S. Theory
- Competence versus Confidence
- Taking Control
- Relationship Selling
- Value Selling
- Product Selling
- The Hot Buttons
- Identifying Time Wasters
- Transition to the Close
- Role Play & Assignment

Day 4

- Step 4 of the conversation - The Close
- Knowledge on competitors
- Closing T
- Closing signs
- Using impulses to close a deal
- Closing techniques
- Soft Vs hard close
- A.B.C - Always Be Closing
- Role Play & Assignment

Day 5

- Step 5 of the conversation - The Rehash
- Asking for referrals
- What to do after the sale
- Shark-proofing a deal
- Pre-sale for future products
- Role Play
- Final Review of the week
- Closing the Bootcamp

