



EARTH AIR GAMES



Boost Customer Engagement & Sales

'exSELLence' a highly engaging digital simulation provides a powerful roadmap for a successful, buyer-focused dialogue.

The **Consultative Selling Framework** explored in the gaminar gives sales and service professionals a consistent, repeatable process to effectively **execute client centric conversations**.



PARTICIPANTS
2 to 25



GAMINAR VERSION
4 Hours

Key Outcomes & Focus Areas



Build rapport and develop relationships in person and virtually



Understand buyer profiles, motivating factors and needs



Lead masterful sales conversations from beginning to end



Sell ideas, insights, and perspectives that influence the buyer's agenda



Use questioning techniques to uncover the full set of buyer needs and desires



Overcome objections that get in the way of the sale

Mastering 6 key stages of the Consultative Selling Process

<p>Stage 1</p> <p>Awareness</p> <p>Rapport Building</p> <p>PLAY NOW</p>	<p>Stage 2</p> <p>Needs</p> <p>Qualify</p> <p>PLAY NOW</p>	<p>Stage 3</p> <p>Option Selection</p> <p>Present Solutions</p> <p>PLAY NOW</p>	<p>Stage 4</p> <p>Concerns</p> <p>Objection Handling</p> <p>PLAY NOW</p>	<p>Stage 5</p> <p>Decision</p> <p>Closing</p> <p>PLAY NOW</p>	<p>Stage 6</p> <p>Smile</p> <p>Cross/Up Selling and Follow Up</p> <p>PLAY NOW</p>
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