



Coach Your Team

- **Dynamic & Successful NLP (Neuro Linguistic Processing)**
 - **Two 1 day courses (1 week apart)**
 - **Inside or Outside Office Hours, On Site or Off Site**
 - **Courses Includes:**
 - An Introduction to NLP
 - Cause & Effect
 - Setting & Achieving Goals
 - Scripts & Call Structure
 - Language Pattern
 - Rapport Building
 - Use of Predicates
 - Open Questions
 - Working to Key Performance Indicators
 - Closing Techniques

Our Courses are presented by one of our Sales Managers using PowerPoint slides, and include many Role Plays and delegate participation. We provide Pre Course Handouts, a Sales Booklet and post course follow up. We include a half day Coach the Coach Seminar which generally precedes the Sales Coaching Module

Phone 0161 431 6640 to speak to a member of our team

Or visit www.dsc-telemarketing.co.uk