



SHARPEN THE SKILLS AND CONFIDENCE OF YOUR SALES TEAMS



The Sales Edge (TSE)

Developed to apply to all levels of experience, The Sales Edge course challenges participants to further develop their skills confidence, attitude and sales edge, to achieve even greater results.

THE SALES EDGE COURSE WILL HELP PARTICIPANTS INCREASE SALES REVENUE AND MARKET SHARE

This course will markedly boost the skills and confidence of your sales teams as they master new strategies and techniques. They will see improvements in the following areas:

- Increased sales revenue
- Improved skill in generating leads and identifying new opportunities
- Greater confidence and enhanced presentation skills
- Improved effectiveness in handling objections and overcoming stalls
- Develop an exceptional ability to close sales
- Increased ability to develop successful ongoing customer relationships
- Better self-management to become highly productive sales professionals

...TO IMPROVE THE BOTTOM LINE OF YOUR ORGANISATION.

In addition to the measurable business results achieved, successful participants will be awarded a BSB40615 Certificate IV in Business Sales.

Don't just take our word for it, here is what some of LMA's participants have said about the TSE course:

"When I started with LMA I had no sales experience, today, I have more than \$4.5 million in sales booked. The results speak volumes for the quality of the training at LMA."

Kevin Wilkins, Alert Tech.

Further information & bookings: Visit www.lma.biz or call 1800 333 270

