



Personality **DIMENSIONS**®

INCREASE SALES develop your **PERSONALITY RADAR**

Personality Dimensions ® Sales Dimensions Workshop (4-5 hours)

This workshop is designed to have sales professionals develop their Personality Radar™ enabling them to sell to all types of customers, even the ones they do not naturally connect with.

The revolutionary Sales Wheel™ is what sets Sales Dimensions™ apart from other sales training programs. By pointing out how customers perceive the approach of a sales professional, the The Sales Wheel™ gives sound advice on how to shift their approach to create a better sales relationship.

By the end of a Sales Dimensions™ workshop, sales professionals will have the skills and techniques required to have them 'close the deal by using the wheel'.

Facilitated by:

Terri-Ann Richards is a certified Personality Dimensions® Facilitator, Certified in Choice Theory, Lead Management and Realty Therapy, as well as a Certified Coach Practitioner. Terri-Ann leverages her strong communication skills, 15+ years in business and training to assist her clients in understanding how to best utilize their communication skills to create more cohesive relationships within work and at home.



TO BOOK A TRAINING SESSION CALL: 506-721-9146 / balanceequation.co