



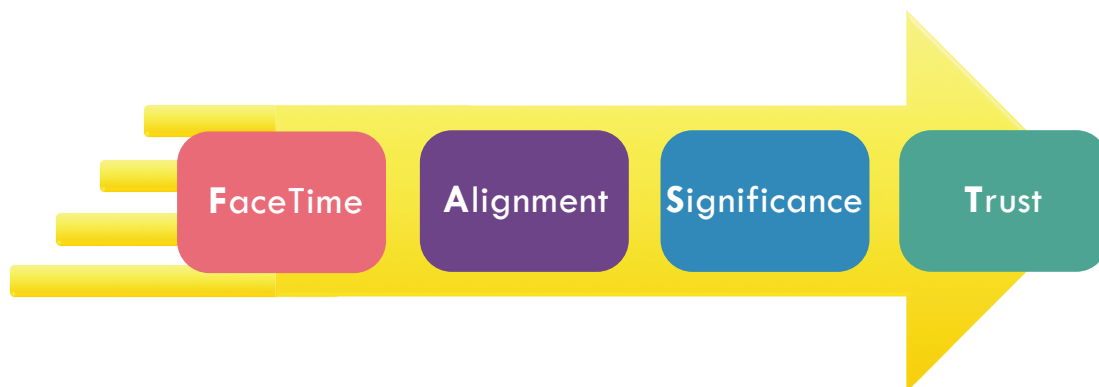
F.A.S.T. SALES MANAGEMENT



From identifying cold prospects to pitching potential clients, sales can often seem like a daunting and tiresome task. Whilst there is no magic wand in the world that can turn your sales abilities around overnight, actionable solutions can help you make drastic improvements, even in the short term.

Why do some sales people succeed while others fail miserably? Is it the sales person or the product, the service or the route to market? While all these represent potential pitfalls in achieving successful sales results, the bottom line is this: “Are you providing unique and accurate solutions that others simply cannot offer?”

Join us in discovering the uniqueness in your sales competency through the **F.A.S.T.** (**F**aceTime, **A**lignment, **S**ignificant & **T**ime Bound) Sales Management framework. Learn to attract, create and harness sales opportunities as well as maintain sales through a structured model for effective, sustainable and trackable growth.



KEY TAKEAWAYS

- 🕒 Enhance **FaceTime** to build lasting First impressions, define Focal points and strengthen Follow up skills
- 🕒 Gain **Alignment** with your customers through the development of Awareness, Adaptation and Adjustment
- 🕒 Increase your **Significance** through the strengthening of your competence as a Solution Provider, the process of ensuring Sustainability and embracing Sincerity for a win-win relationship
- 🕒 Building **Trust** through openness in transparency, knowledge Transferability and empowerment of Transition