

## Simple and Effective Selling

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Duration: 1 day

“People buy from people” is a familiar and accepted phrase associated with both sales and service. In fact many people believe that the distinction between sales and service is less obvious now than it was years ago. Thanks to the internet and media, information on products and services are easily accessible and subsequently this has helped increase customers’ expectations.

This workshop introduces a consultative selling approach known as, The Eight Roles of Selling that can dramatically improve your success by helping you to get into your customer’s mind and match the way you sell to the way they want to buy.

## Pre requisites

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There are no prerequisites for this course

- Topics covered include:
- Tidy up all balances
- Corrections
- Bad debts
- Write offs
- Journals
- VAT
- Bank Reconciliations
- Month End
- Year End
- Some report designing

## Sage 1/2 day Report Writing

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A half day course just on report writing from Sage Line 50. Ideal for someone who has been using Sage for a number of years and wants to get the most out of reporting, or for those finishing their AAT’s.