



SEMINAR AGENDA

Λευκωσία 09/03/2016

Λάρνακα 10/03/2016

09.00 – 10.45 Welcome and introduction

Session One – The Latest Techniques for Winning Business

- The challenges for 2016
- The four ages of power
- Where are the new opportunities?
- The only four ways to grow a business
- Selling skills for 2016/17
- Turning a no into a yes
- How to win the sale when not the cheapest
- How to increase your profit margin
- How to win business from your competitor

10.45 – 11.15 *Coffee Break*

11.15 – 12.55 Session Two – The Big Opportunity for all Businesses in 2016/17

- What your website must have
- How to make your website profitable
- Become a customer led business
- The true value of a customer
- How to turn your customers into your sales force
- Why welcome customer complaints
- The telephone is not redundant
- Attitude, the vital ingredient
- Turning customers into fans

12.55 – 13.00 Close of Seminar

Διοργανωτές:



CYPRUS
CHAMBER OF
COMMERCE AND
INDUSTRY



Χορηγοί:

