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Networking Skills

Course Overview

The highpoint of all sales activities is maintaining and developing your own network, consisting of customers, contacts, suppliers, and friends, all of whom have become your ambassadors. The emphasis is on people first as much as possible. The secret is to make sure your customer truly wins by leveraging your network! During this stage of the DOOR sales development program, you will be working on your own network. Sometimes fun, sometimes challenging but always enlightening. You will draw the strings of your sales net even tighter. This requires time, attention and commitment on both a domestic and foreign level (if applicable). Networking occurs directly, indirectly, controllably and transparently but above all successfully!

Approach

The training course consists of continuous sequences of explanation, interaction, and practical exercises. You will receive the video recordings of your own performance at the end of the training.

Duration

2 Days

Training Objectives

After this intensive training course, you will be able to:

- Work actively in setting up your network
- Maintain your network together with your colleagues
- Make positive use of personal memberships
- Turn customers into valued relationships
- Work with your contacts to achieve mutual success