

Conversation Styling

external communication



**KNOW THE BACKSTAGE
LIVE THE FRONTSTAGE**

ABOUT THIS WORKSHOP...

Have you ever experienced sales cycles to be long and quite labor- and stress-intensive? And would you agree that very often ineffective communication is at the very heart of this experience?

LittleBig & Partners provide a reality-proof set of tools and insights to optimize communication all along the customer journey. The skills are within reach of every individual and can immediately be applied with instant durable results, as such leading to faster results and durable customer relations.

WHAT



- Practical exercises
- Conversation models
- Art of asking questions
- Active listening
- Closing techniques

WHO



Anyone in the organization having an internal or external sales role or responsibility, both junior and senior profiles.

WHY



If you can close a deal in one week, why take one month? Or in other words, stop wasting your and your customers' time and energy.

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Highly recommended for those who are looking to transform the mindsets of their sellers.

~Peter Snauwaert, Sentia

ABOUT THE TRAINERS...



Tom Braekeleirs and Hans Demeyer are both seasoned company coaches and have experience across multiple continents with an impressive track record. They are sought-after speakers in the domains of development, motivation and interpersonal skills. Having worked with teams from companies ranging from a few employees to Fortune 500 ones, they inspire people to go above and beyond.

PRACTICALITIES

This one-day workshop is available on-demand and is delivered in-house or at a location of your choice (not included in price).

No pre-work is required. This session is meant for groups of a maximum of 12 people to allow for optimal interaction.

The price of this session is 2 750 euro (ex VAT and T&E).

Booking can be done through www.littlebig.partners/contact.

“*Results surpassed our expectations by a fat margin.*

~Jean-Philippe Fargeaud, Credit Agricole France

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LittleBig & Partners take you on a journey through undiscovered areas of your mind and your potential. Whether it's by following workshops, process facilitation or inspiration sessions, professionals who travel with them are excited by the resources they discover and the skills they develop. They say it opens gates to efficient and effective communication, improved control over situations, more options and faster desired outcomes. Spending time with LittleBig & Partners backstage will definitely impact your life frontstage.

Contact:

www.littlebig.partners

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