



EDUCATION & DEVELOPMENT

TRAINING COURSE SERIES!

- ▼ MINDSET TO SUCCESS
- ▼ QUESTIONS ARE THE ANSWER
- ▼ SPEAK EASY

SARAH CASTLE NLP MASTER PRACTITIONER AND PERFORMANCE COACH.

Sarah Castle is a renowned industry-specific trainer known for her thought-provoking, dynamic, and motivational presentations. Her ability to quickly inspire and motivate individuals to perform at their very best has led to the success of many individuals and teams.

With extensive experience working with global companies in your industry, Sarah possesses the expertise and knowledge to tailor the learning experience specifically to your company's needs.

INDIVIDUAL DELEGATE TICKET

PER COURSE:

MEMBERS £545 +VAT

NON-MEMBERS £645 +VAT

INCLUDED IN THE PRICE

- ▶ Prior to the training, Sarah will speak with each attendee's line manager to personalize the delivery and focus on specific learning outcomes.
- ▶ Lunch and all refreshments.
- ▶ All necessary learning materials.
- ▶ Post-training, Sarah will consult with each attendee's line manager to suggest ways to integrate the new skills within the business.

LOCATION:

OCEE & FOUR DESIGN,
NORTHAMPTON, NN4 7AS



MINDSET TO SUCCESS

RESULTS VS EXCUSES: WHAT SIDE OF THE EQUATION ARE YOUR TEAMS ON?

23RD OCTOBER 2024

9.15AM - 5PM

12 SPACES AVAILABLE

WHO IS THIS COURSE FOR?

This training day is ideally suited at all sales professionals and anyone working within a commercial role.

WHAT WILL YOU GAIN?

Business is all about performance. This course is designed to help you maximize your potential and create an optimal environment for success. You will learn techniques to achieve the best emotional state for peak performance.

You will gain a deeper understanding of mental fitness strategies essential for business growth and how your thinking patterns, such as limiting beliefs and negative self-talk, impact your results.

WHAT YOU WILL LEAVE WITH?

- ▶ A greater awareness of how the mind effects how we think, feel and behave.
- ▶ Identify any limited beliefs and negative self talk.
- ▶ Establish realistic goal setting and establish business outcomes.
- ▶ Recognise the importance of strategic planning and adapting to challenges.
- ▶ Identify ways to minimise and manage challenging objections.
- ▶ Gain a greater awareness of your personal branding and your levels of emotional intelligence: What is it and why does it matter?
- ▶ Discover effective self management skills: Smart time management and remote management

QUESTIONS ARE THE ANSWER

QUESTIONING SKILLS &
CONSULTATIVE SELLING



6TH NOVEMBER 2024

9.15AM - 5PM

12 SPACES AVAILABLE

WHO IS THIS COURSE FOR?

This training day is ideally suited at all sales professionals and anyone working within a commercial role.

WHAT WILL YOU GAIN?

Mastering patience, listening, and asking relevant questions can be challenging in a demanding market. This session delves into the art of meaningful business conversations to uncover customer needs, whether implied or explicit. This course is highly beneficial for all customer-facing professionals aiming to attract new business and develop existing relationships.

WHAT YOU WILL LEAVE WITH?

- Greater understanding of the silent indicators that lead to building rapport and not breaking it.
- Identify your behavioural preferences and learn at a deeper level your customer behavioural styles.
- Understanding customer buying preferences and customer decision making strategies
- Establish sales strategies for both up-selling and link selling
- Develop a business conversation with strategy.
- Recognise the importance of consultative selling to establish customer explicit needs.
- Acknowledge subtle ways to create value and enable a power position when negotiating and closing.



SPEAK EASY

DESIGNING & DELIVERING
DYNAMIC PITCHES &
PRESENTATIONS WITH IMPACT

20TH NOVEMBER 2024

9.15AM - 5PM

12 SPACES AVAILABLE

WHO IS THIS COURSE FOR?

Whether you are promoting yourself at a networking event, preparing to speak at a public event, or presenting to a prospective customer, this one-day course equips you with the complete tool kit to prepare, design, and deliver with impact and confidence. Whether you're a seasoned presenter or just starting out, this course covers everything you need to stand out in a competitive market.

WHAT WILL YOU GAIN?

Clarity and confidence to present with relevance and impact immediately. Learn to manage your nerves, speak with conviction, and master techniques to deliver high-level presentations.

WHAT YOU WILL LEAVE WITH?

- How to mentally rehearse and prepare to present.
- Awareness of what's important about you, the presenter, further awareness of how to sell Brand You.
- Knowledge of how to plan and design the structure of a great presentation.
- Skills to get the best out of PowerPoint.
- Delivering with confidence and overcoming nerves.
- Creating impact when delivering Online.
- Confidence to handle difficult people and interruptions.
- Variety of ways to use body language to influence and become an inspirational presenter.
- Learn to effectively network and stand out from the crowd.

CIUK SALES COURSE BOOKING FORM



TERMS & CONDITIONS

12 spaces available each day, charged at £545 +VAT per day for members, non members will be charged £645+VAT per day.

If you have any dietary requirements please inform karen@commercial-interiorsuk.com If we are not notified we may not be able to accommodate the requirement.

An invoice will be issued on receipt of your booking submission & payment is required prior to the event. Once the invoice has been issued, tickets are non refundable.

NAME:

COMPANY:

EMAIL:

CONTACT TEL:

ACCOUNTS EMAIL:

PO NUMBER (IF REQUIRED):

PLEASE BOOK

TICKETS AT £545 EACH +VAT = TOTAL:

EVENT DATE:

MINDSET TO SUCCESS: 23RD OCTOBER, 9.15AM - 5PM

QUESTIONS ARE THE ANSWER: 6TH NOVEMBER, 9.15AM - 5PM

SPEAK EASY: 20TH NOVEMBER, 9.15AM - 5PM