

**NEED** to improve the Sales Skills of Your Staff ???  
**WANT** an Easy, Effective way to Train . . .

## **Train the Trainer Sales Workshop: 12 Sales Mini Sessions for Your Bank**

*This workshop will jump start your sales training by providing 12 easy to use sales mini sessions to be used by your branch managers. The positive result will be a continuous strong sales effort at your branches, directed and continually monitored by a leader who now has the skills and tools necessary to coach his or her team to higher sales performance levels. Program includes a trainer's manual complete with reproducible handouts on a flash drive to take back with you! Provide sales training for your entire staff with these 12 sales mini sessions:*

Being Prepared to Sell  
Knowing Your Competition  
The Person Behind the Sale  
Questioning Skills  
Features & Benefits  
Handling Objections

Closing Techniques  
Product Presentations  
Selling to Seniors  
Selling Credit Cards/CDs  
Easy Cross Sells  
Selling From the Loan Portfolio



*About Your Workshop Leader:*

**TERESA ALLEN**

### **Common Sense Solutions**

Formerly an Account Executive and National Trainer for a check provider, Teresa visited 8 to 10 banks and credit unions a day for three years. **Teresa now shares her bank and credit union experiences and observations with your staff;** large and small credit unions, regional and national bank competitors, community bank competitors, successful sales and service institutions as well as banks and credit unions with very weak sales and service efforts.

Teresa molded her sales training around her observations of **what worked and what didn't in the real world**. An award winning sales person, Teresa believes that **sales must be seen as a simple process** for your staff to buy in and succeed! Teresa's **down to earth approach** has generated **two decades of accolades** from participants in her sales and service programs across the U.S. and abroad.

A two time recipient of the ASTD Professional Trainer of the Year Award, Teresa is a four time nominee as one of the Top 5 Customer Service and Sales Speakers in the U.S. Teresa is a 2015 recipient of the Training Practice of the Year Award from the International Stevie Awards for Sales & Customer Service.

Author of *Common Sense Service* and *The Service Path*, Teresa's *Get Common Sense* blog is syndicated by Customer Think, B2B, and SmallBizClub sponsored by Office Depot. To find out more about Teresa or to sign up for her free Common Sense News e-zine visit her website at [www.AllenSpeaks.com](http://www.AllenSpeaks.com)

