



What Is Sales Ninja MASTER Retail?

Sales Ninja MASTER Retail is a specially designed 3 days training for retail sales people to master the basics of retail selling. Retail selling is defined as the selling environment where potential customers walk into a retail/showroom/roadshow to view the products the retailer is offering. Therefore automobile selling or even property selling is known as retail selling. Though retail selling typically mean in-door sales, that does not mean a retail seller does not go out.

Sales Ninja MASTER Retail uses the Sales Ninja MASTER selling methodology as the structure and system of selling. MASTER simply means, meet people, ask questions, sell benefits, tackle objections, encourage to buy and relationship building. MASTER is used by hundreds of organizations and thousands of sales people and managers all across Asia. This training has been trained to almost 200 retail sales people. Some companies include Focus Point, SP Setia, Bolton, Naza TTDI, Selangor Dredging, Moo Cow, Bizzybody, Vista Laser Eye, Pigeon, Mattressworld.

Training aims:

- ✓ Equip retailers with holistic retail selling skills in the area of rapport building, prospecting, the art of asking questions through probing, presentation skills, tackling objections, closing the deal thru MASTER model.
- ✓ Motivate retail sales person to have the desire to excel, to be a retail sales hero, to have passion and power to sell, to understand and live the sales traits, how to behave and what to do as a sales professional.

Training modules:

- Sales Ninja Master Retail: 3 days: 9 am – 5 pm

Training delivery:

- Interactive lectures. Group discussion. Group brainstorming. Role-play practice. Coaching. Case studies. Relevant sales games. Live selling.



Why Should You Partner Sales Ninja To Train Your Sales Team?

- ❖ *Sales Ninja is a specialist:* Sales Ninja specializes in servicing the sales department only, which means we understand what challenges sales people face and our trainings are designed around real-world situations by equipping sales people practical skills and solid ideas rather than a bunch of mumbo jumbo theories.
- ❖ *Sales Ninja is an experienced sales training company:* Sales Ninja have train **thousands** of sales people being a total rookie that are new on the job to sales veterans having 30+ years of selling experience. Our clients trust us to design different training program for different groups.
- ❖ *Sales Ninja have new ideas from different industries:* Sales Ninja have experience dealing with a selection of **different sales organizations**. Sales Ninja have done worked for FMCG: Mead Johnson and Nestle, Technology: IBM, Getronics, Redtone, Grand-flo, Oil & Gas: Shell, Media/Advertising: Yellow Pages, 988 FM, MLM: Nuskin, Lifestyles, Banks: RBS, Public Bank, Property: SP Setia, Telecommunication: Celcom, Chemical: BASF Petronas, Manufacturers: Khind, Kansai Paint, Insurance: Prudential... and hundreds of other sales organizations.
- ❖ *Sales Ninja have a proven track record:* Sales Ninja have repeatedly **produced great sales results** for many of our clients. Our latest client that we worked with every week is a PC and AV rental company with 20+ sales staff. After going through 2 months of training since January 2010, the General Manager reported a sales increase of more than 30+% in March and almost 40+% in April. Results are sustaining.
- ❖ *Sales Ninja understands current sales challenges:* Sales Ninja actively works with dozens and hundreds of sales managers, sales directors, VP of sales and GM of sales to help them build a better sales organization. With our vast experience in training sales people and managers, you can trust that we will produce lots of **sales fighters** from our training.

Training investment:

This 3 days training is RM 16,500.00 for up to 25 pax.

10% surcharge for weekends. RM 660 for additional pax.

Workbook is RM 79.90 each.

Venue, food, accommodation and travelling provided by client.

Training modules detail: (refer following pages)

DAY I: SALES NINJA MASTER RETAIL **Turning Browsers Into Buyers**

TIME	DESCRIPTION
9.00 am	<p>Introduction</p> <ul style="list-style-type: none"> ★ Trainer profile ★ Agenda ★ Sales Ninja learning method <p>Sales Basics</p> <p><i>Understand Sales Fundamentals & Essentials</i></p> <ul style="list-style-type: none"> ★ Sales knowledge: product knowledge, company knowledge, competitor knowledge. ★ Sales activities: welcoming customers, prospecting, follow-up, etc. ★ Sales mindsets: positive thinking, sales oriented, creative, etc. ★ Sales skillsets: asking questions, presentation, tackling objections, closing, etc. <ul style="list-style-type: none"> ➢ Difference between performers and non performers. <p><i>Five P's Of Retailers</i></p> <ul style="list-style-type: none"> ★ Proactive: engaging customers, finding things to do. ★ Problem solving: helping customers solve their problems. ★ People oriented: make customers happy. ★ Persistent: selling to customers. ★ Positive: strong mindset. <p><i>Learn And Understand The Sales Process</i></p> <ul style="list-style-type: none"> ★ Introducing the Sales Ninja MASTER selling model. ★ M:eet people (preparation, prospecting, positioning) ★ A:sk questions (probing) ★ S:ell benefits (presentation and persuading) ★ T:ackle objections (objections) ★ E:ncourage to buy (closing) ★ R:elationship building (follow-up) <p><i>Retail Sales Mistakes</i></p> <ul style="list-style-type: none"> ★ Did not greet properly. ★ Did not ask any questions. ★ Did not customize presentation. ★ Did not tackle objections effectively. ★ Did not encourage the buyer to buy. ★ Did not follow-up. ★ Sales cycle of average retail sales person vs Sales Ninja.
10.30 am	MORNING BREAK
10.45 am	<p>MASTER – M:et People (Preparation, Prospecting, Positioning)</p> <p><i>How to make good first impressions when buyers walk into your outlet.</i></p> <p><i>Activity</i></p> <ul style="list-style-type: none"> ★ Line up. ★ Participants are given a series of command and they are required to move accordingly. ★ Participants then need to perform a series of challenges that require them to move around. ★ Learning: pro-active means actively moving, serving customers, problem solving. <p><i>How to greet the buyer and introduce yourself.</i></p> <p><i>Activity</i></p> <ul style="list-style-type: none"> ★ Engaging customers. ★ Participants need to smile to any trainers, facilitators and participants whenever they have contact. They also need to greet anyone they come in contact with. They will also learn 5 levels of greetings like 'get-lost greet, i-don't-care greet, yes greet, professional greet, buddy greet'. They are required to practice it. ★ Failure to do so will result in team punishment. ★ Learning: people oriented, positive.

<p>11.45 am</p>	<p><i>Activity</i></p> <ul style="list-style-type: none"> ★ Smiling energy. ★ Participants need to smile to any trainers, facilitators and participants whenever they have contact. ★ Failure to do so will result in team punishment. ★ Learning: people oriented. <p><i>Overcoming "Just Looking"</i></p> <p><i>Role-play</i></p> <ul style="list-style-type: none"> ★ Participants will practice the skills learned. ★ Participants will receive coaching for improvement. <p>MASTER – Ask Questions (Questioning Skills)</p> <p><i>Asking Questions Essentials</i></p> <ul style="list-style-type: none"> ★ Why people don't ask more questions? ★ Common mistakes sales people make while asking questions ★ What are the benefits of asking questions? <p><i>Qualifying The Prospect</i></p> <p><i>How To Get The Prospect To Continue Talking</i></p> <p><i>Activity</i></p> <ul style="list-style-type: none"> ★ Probing. ★ Participants will learn about open ended questions and close ended questions in a series of questioning game. Trainer will flash certain image on the screen and participants need to win by using questions to uncover the needs. ★ Learning: asking questions, problem solving, people oriented, persistent, positive. <p><i>Activity</i></p> <ul style="list-style-type: none"> ★ The 10 questions. ★ Participants need to list out their top 10 questions to uncover customer's need. ★ Learning: asking questions, problem solving. <p><i>Activity</i></p> <ul style="list-style-type: none"> ★ Paper plane. ★ Participants will learn how to listen to customer's by training themselves to stay focused in the conversation, listen entirely and clearly before solutioning and asking questions. They need to fold a paper plane by asking their team leaders how to do it, are they really listening? ★ Learning: people oriented, listening, sales, problem solving, persistent, positive. <p><i>Role-play</i></p> <ul style="list-style-type: none"> ★ Participants will practice the skills learned. ★ Participants will receive coaching for improvement.
<p>1.00 pm</p>	<p style="text-align: center;">LUNCH</p>
<p>2.00 pm</p>	<p>MASTER – Sell Benefits (Presentation and Persuasion)</p> <p><i>S:elling Benefits Differentiation</i></p> <ul style="list-style-type: none"> ★ Understand features, advantages and translate them into buyer benefits. ★ 10 common presentation mistakes. <p><i>Features Into Benefits</i></p> <ul style="list-style-type: none"> ★ What are the features of your product? ★ What are the benefits of your product? ★ Different features and benefits for different buyers. <p><i>Activity</i></p> <ul style="list-style-type: none"> ★ Communication components. ★ Participants will learn about words (what you say), tonality (how you say what you say) and body language (how you look) as the skills of communication. <p><i>Role-play</i></p> <ul style="list-style-type: none"> ★ Participants will practice the skills learned. ★ Participants will receive coaching for improvement.

3.30 pm	AFTERNOON BREAK
3.45 pm	<p>MASTER – Sell Benefits (Presentation and Persuasion) <i>Role-play</i></p> <ul style="list-style-type: none"> ★ Participants will practice the skills learned. ★ Participants will receive coaching for improvement. <p>Product & Company Knowledge Game <i>Experiential Game</i></p> <ul style="list-style-type: none"> ★ 1: Participants need to run to a location and look at a products. ★ 2: Another team then needs to find data that reflects the product. ★ 3: Another team will go assemble the data to the product. Team that gets the most data right wins. ★ Key lessons from the game: know your products. <p><i>Activity</i></p> <ul style="list-style-type: none"> ★ Presentation. ★ Participants need to present their products and services in a highly enthusiastic style. Other participants will rate the presenters product knowledge and communication skills. ★ Learning: presentation, persistent, positive.
5.00 pm	DAY I ENDS

DAY II: SALES NINJA MASTER RETAIL **Turning Browsers Into Buyers**

TIME	DESCRIPTION
9.00 am	<p>Reflection on Things Learned</p> <ul style="list-style-type: none"> ★ Participants will review all lessons and skills from the previous day. ★ Participants will be quizzed on all subjects.
10.30 am	MORNING BREAK
10.45 am	<p>MASTER – T:ackle Objections (Objections)</p> <p><i>Understand Objections</i></p> <ul style="list-style-type: none"> ★ Why do you get objections? Understand the psychology of objections. ★ Two types of objections <ul style="list-style-type: none"> ➢ Technical objections about the product or brand. ➢ Psychological objections about the delay in making a decision. <p><i>Activity</i></p> <ul style="list-style-type: none"> ★ Objections. ★ Participants will list down all objections that customers will throw at them. They are then required to brainstorm ideas how to answer every single one of them. They are then required to play an objection attack game where they will be thrown random objections and they need to answer them correctly applying all communication skills learned. ★ Learning: tackling objections <p><i>Tackling Objections</i></p> <ul style="list-style-type: none"> ★ Tackling common retail psychological objections: <ul style="list-style-type: none"> ➢ I'll think about it. ➢ Let me talk to my spouse first. ➢ It's too expensive. ➢ I want to see others first. ➢ Competitor is cheaper. ➢ I'll be back. <p><i>Role-play</i></p> <ul style="list-style-type: none"> ★ Participants will practice the skills learned. ★ Participants will receive coaching for improvement.
1.00 pm	LUNCH
2.00 pm	<p>MASTER – E:ncourage to buy (Closing Strategies)</p> <p><i>Understand Closing</i></p> <ul style="list-style-type: none"> ★ Why buyers don't buy? Why sales people don't close? ★ Understand closing. ★ Three situations to close: <p><i>Closing Strategies & Tactics</i></p> <ul style="list-style-type: none"> ➢ Three most powerful closes: Direct close. Summary close. Assumptive close. <p><i>What To Do After You Close?</i></p> <ul style="list-style-type: none"> ★ Eliminate buyer's remorse. Thank the buyer. Summarize key benefits. <p><i>Role-play</i></p> <ul style="list-style-type: none"> ★ Participants will practice the skills learned. ★ Participants will receive coaching for improvement. <p><i>Activity</i></p> <ul style="list-style-type: none"> ★ Up-sell & Cross-sell. ★ Participants will learn what is up-sell and what is cross-selling. They will also learn the techniques to do it effectively. They are then required to practice the skills learned. Up-selling scenarios can be as simple as, customer just bought something for \$19, up-sell the customer 2 pairs for just \$35. Cross-selling can be, customer just bought a package at \$150, cross-sell them add-ons for \$20. ★ Learning: up-selling and cross-selling, persistent, positive.

3.30 pm	AFTERNOON BREAK
3.45 pm	<p>MASTER Role-play</p> <p><i>Activity</i></p> <ul style="list-style-type: none"> ★ Retail selling in action. ★ Participants will role-play the entire sales process and selling skills. They will be coached in between to correct behaviors, scripts and skills. ★ Learning: retail selling.
4.45 pm	<p>Reflection on Things Learned & Summary</p> <ul style="list-style-type: none"> ★ To summarize learning from the entire day and to reinforce the learning. ★ Participants will share their own experience where competencies can be applied.
5.00 pm	DAY II ENDS

DAY III: SALES NINJA MASTER RETAIL **Turning Browsers Into Buyers**

TIME	DESCRIPTION
9.00 am	Reflection on Things Learned <ul style="list-style-type: none"> ★ Participants will review all lessons and skills from the previous day. ★ Participants will be quizzed on all subjects.
10.30 am	MORNING BREAK
10.45 am	MASTER Role-play <i>Activity</i> <ul style="list-style-type: none"> ★ Retail selling in action. ★ Participants will role-play the entire sales process and selling skills. They will be coached in between to correct behaviors, scripts and skills. ★ Learning: retail selling.
12.00 pm	LUNCH
1.00 pm (lunch time activity)	<i>Activity</i> <ul style="list-style-type: none"> ★ Closing anyone. ★ Participants will hit the streets to engage with random strangers to ask for money. They have to overcome fear and be pro-active in approaching and engaging people. They will put all their past learnings into action: pro-activeness, problem solving, people oriented, persistent, positive. Winning teams will be declared. ★ Learning: closing sales, pro-activeness, problem solving, people oriented, persistent, positive.
3.30 pm	AFTERNOON BREAK
3.45 pm	<i>Activity</i> <ul style="list-style-type: none"> ★ Closing activity: close sales. ★ Participants will play a game where they are required to run around the room shouting close sales. This is the closing activity and is geared towards participants being active in approaching customers and engaging them in a short interaction to close sales. This is a very active and aggressive game. It is also played with real money of RM 1 X 3. Winners will be declared. ★ Learning: pro-activeness, problem solving, people oriented, persistent, positive. Reflection on Things Learned & Summary <ul style="list-style-type: none"> ★ To summarize learning from the entire day and to reinforce the learning. ★ Participants will share their own experience where competencies can be applied. ★ Certificates ceremony, evaluation form, group photo.
5.00 pm	DAY III ENDS

Some Testimonials:

"Hanzo has wide experience. His streets smart approach can relate to anyone and any situation. *Sales Ninja's training* has **concise, direct to the point, effective methods**. It is **definitely worth your money and time!**"

~ Nasharuddin M. Nash
General Manager, Mardec Bhd

"The Sales Ninja concept is so **unconventional, different & practical**. Go for it guys, it's worth every penny!"

~ Suraj Anrit,
General Manager,
Oman Oil Marketing Co

"The ideas can bring **unlimited income!**"

~ Ong Ping Ling,
Senior System and
Support Engineer,
CSA Malaysia Bhd

"I got to close 3 deals worth **RM 10 Million** within a week. And it all **happened after** I went to Sales Ninja's training."

~ Mike Wong,
Customer Relationship
Manager, RHB

"Come and explore a whole brand new and yet **proven art** in selling & self development!"

~ Allen Soong,
Account Manager,
Diversified Gateway Bhd

"I'm amazed many of my colleagues can sustain and have **over achieved** the ordinary..."

"The program made a **greater impact** on myself on areas which I thought I could not achieve..."

"It's more than words can say. You **got to experience it to understand it**. This course has **changed my mindset** forever! I thank my manager for recommending me to attend..."

Sales Coaching

Why Sales Coaching?

- *People do not change easily!*
Change requires hard work and people tend to be lazy and have a tendency to bounce back to their original self post training. Furthermore, people always assume the way they are doing something is the best way to do it. Therefore sales coaching will push, demand and continually challenge the participants to make changes, excel and perform.
- *Changing needs feedback!*
Since changing is difficult, people need constant feedback on their behaviors to know if they are doing the right thing, else they will take the easy road to use their old way of doing things. Sales coaching can measure the effectiveness of skills performed and the trainer is able to identify areas for improvement, which in turn will increase Participant's sales call productivity, motivation and confidence.
- *Changing takes time!*
Mindset and skills take constant practice, repetition and reinforcement before it can take place. Our research indicates that 50% of the things learned at any training are forgotten the following day. And over 90% of it will be forgotten 30 days later if there isn't a sales coaching program to reinforce the learnings. Anyone who has been to a training would totally agree.

Can I Take Just The Sales Coaching Sessions And Not The Training?

The sales coaching sessions reinforces the learnings from the training therefore you can only take the sales coaching sessions after the training.

How Long Are The Sessions And Where Would It Take Place?

Each session is 1 hour and can be done either at client's place or at our office in Kelana Jaya.

What's The Group Size For A Session?

It depends. It can be 1-on-1 or 1-on-2 to a maximum size of 1-on-5. One coach five coachees.

How Much Are The Coaching Sessions?

1-on-1: Maximum effectiveness: RM 800.00 per person per session.
1-on-2: Great effectiveness: RM 1,000.00 for both person per session.
1-on3/4/5: Moderate effectiveness: RM 1,500.00 for all per session.

Can I Just Take One Coaching Session?

Your commitment is minimum 4 sessions where each session is done weekly.

Note: Our sales coaching sessions have been proven to maximize the training investment and practically improved the sales performance of our participants/coachees. The best result we've achieved so far is boosting a 500% improvement in productivity.

Some Of The Many Sales Ninja Trainings & Seminars Have Impacted Through In-house:

Advertising/Media/Events

- ✓ Astro
- ✓ DisplayMax
- ✓ Media Prima
- ✓ Star RFM

Automotive

- ✓ Borneo Technical
- ✓ Naza Bikes
- ✓ Universal Motors

Banks/FSI

- ✓ Al Rajhi
- ✓ AmBank
- ✓ Bank Islam
- ✓ Hong Leong
- ✓ Maybank
- ✓ Public
- ✓ RHB

Construction/Oil&Gas

- ✓ PJDCP Malta
- ✓ Syn Tai Hung
- ✓ Transwater

FMCG/Consumer

- ✓ Ayamas
- ✓ Barkath
- ✓ Continental
- ✓ Coway
- ✓ Fujiaire
- ✓ Nestle
- ✓ Toshiba
- ✓ United Malayan Flour

Government

- ✓ CGC
- ✓ MDEC

Healthcare/Pharmaceutical

- ✓ Averoes Pharma
- ✓ Biomarketing Services
- ✓ Bitalfescience
- ✓ Perintis Medik
- ✓ Protherapix
- ✓ Rottapharma

Industrial/Equipment

- ✓ BASF Petronas
Chemicals
- ✓ GKY Forklift
- ✓ Leader Universal
- ✓ Proguard
- ✓ Safetyware
- ✓ UMW Corporation
- ✓ UMW Industries

ICT

- ✓ Century Software
- ✓ Grand-flo
- ✓ ICT Zone
- ✓ Ingram Micro
- ✓ Kompakar
- ✓ RES
- ✓ SecureMetric
- ✓ SKALI
- ✓ Visual Solutions

Logistics/Shipping/Travel

- ✓ Dimerco Malaysia & Asia
- ✓ Discovery Overland
- ✓ FM Global Logistics
- ✓ Tasco

MLM/Insurance

- ✓ Creative Dreams
International
- ✓ Prudential

Office Equipment

- ✓ Canon
- ✓ Fuji Xerox

Paint/Coatings

- ✓ Chugoku Paint
- ✓ Kansai Paint

Printing/Labeling

- ✓ Oritronics
- ✓ Thumb Prints

Property Developer/Estate

- ✓ Bolton
- ✓ Guocoland
- ✓ Hatten Group
- ✓ Naza TTDI
- ✓ Selangor Dredging
- ✓ S P Setia

Retailers

- ✓ Camps & Apparels
- ✓ Focus Point
- ✓ LSK Mattressworld
- ✓ Moo Cow
- ✓ Vista Laser Eye

Service Provider/Telco

- ✓ Celcom
- ✓ Time DotCom

Training Companies:

- ✓ ATD Solutions
- ✓ Intel Biz Net

And hundreds of other clients across Asia through our public trainings...

About Sales Ninja Grandmaster

Hanzo Ng



An all-rounder - a top sales performer, a top sales manager, a creative consultant, a hypnotic writer, a best-selling author, a martial artist, Mr. Hanzo Ng is the founder, creator and Grandmaster of Malaysia's most successful sales training company.

As Asia's #1 sales solutions company, The Sales Ninja Group is the leader in helping small-medium, listed and global companies transform their sales people into the ultimate sales professional.

Based on his business ideas and techniques, he has led various companies to ground breaking advancement and turnarounds with profit increases of up to 300%.

"Hanzo is the **most influential trainer** of all seminars I've ever attended!"
Erica Thien, Sales Coordinator, Versatile Paper Boxes Sdn Bhd

A devoted learner, last counted in 2007 Hanzo has completed 71 personal development programs and read over 400 books on various topics. He is the author of Secrets of the Sales Ninja and is a columnist for Focus Malaysia, Malaysian Business and SME Magazine.

His work has also appeared in New Sunday Times, Smart Investor, Business Today and TraxxFM. He's also a 2nd degree black belt holder of Bujinkan International, the only recognized organization in the world that teaches true authentic Ninjutsu, the martial art of the Ninjas.

Hanzo regularly trains and transform small groups of 10 to mesmerizing large groups of 1000 sales executives and leaders from all kinds of industries.

He's also the shareholder of ELG PLC Holdings Sdn Bhd, a company that invests in land, build and sell of properties, Aspire Entrepreneurs Holdings Sdn Bhd, an investment company that invests in land and other businesses. He also own shares in a pub.

Hanzo enjoys training, building businesses, sharing ideas, reading, music, martial arts, adventure, good food and making a difference in people's lives. Hanzo made his first million in his thirties.

"Becoming a Sales Ninja takes effort, but with constant practice, it will eventually become effortless"

Hanzo Ng, Sales Ninja Grandmaster



LET THE POSSIBILITIES BEGIN...



Sales Ninja SHOGUN (Gold Belt)

Unleash the Inner Leadership Warrior Within

Sales Ninja SHOGUN is a unique and highly challenging experiential sales leadership training based on the philosophy of Ninjutsu – the ancient warrior martial arts practiced by the Ninjas. You will learn, practice and internalize the secrets of how to build a successful fighting sales team that will unleash your sales team's inner warrior spirit to breakthrough sales targets. *the ultimate leadership*



Sales Ninja UNITY (Silver Belt)

Team Building For Unity

Sales Ninja UNITY is a specialized training designed to help your company build deeper relationships with each other and also to help each other succeed together. This training aims to cultivate the spirit of one team, develop culture of support, encouragement among the departments and increase leadership capabilities through the challenging activities. *cooperation for corporations*



Sales Ninja WARRIOR (Red Belt)

The Ultimate Sales Motivation Breakthrough Experience

Sales Ninja WARRIOR is designed to toughen the minds and spirits of sales warriors to face the current demanding market environment. Sales Warriors will learn, practice and internalize the 10 Sales Ninja Codes to unleash their inner sales warrior to punch through obstacles, kick away excuses, break sales quotas and throw away bad habits. *life transformation experience*



Sales Ninja TACTICS (Brown Belt)

How To Negotiate & Close The Sale

Sales Ninja TACTICS is a powerful sales training that focuses on tackling extremely tough buyer objections, negotiation of a better deal and closing the sale. Many times sellers give in too quickly to buyer's demands resulting in diminishing margins and profits of the sale because they are afraid. You will be trained to use special weapons and tactics to tackle objections, negotiate and close! *exceedingly endorsed*



Sales Ninja HYPNOTICA (Blue Belt)

How To Make Selling Presentations To Groups

Sales Ninja Hypnotica is an amazing sales presentation skills training that will equip you with a world class sales presentation model to ensure you have a powerful system and easily to follow structure to build a sales presentation that will hypnotize your prospects to buy. The selling world has changed... now, the seller is the differentiator. *truly hypnotically persuasive*



Sales Ninja MASTER (Green Belt)

Mastering the Secrets Of Top Sales Performers

Sales Ninja Master is a specially designed professional selling skills training that are needed to be successful in the art and science of selling. Sales Ninja has successfully combined the best sales practices of Western competencies strategies with Eastern relationship tactics which is used by hundreds of organizations and thousands of sales professionals across Asia. *highly practical*



Sales Ninja Hunter (Yellow Belt)

Prospecting, Cold calling & Networking

Sales Ninja Hunter is a no-nonsense sales training program with sales hunter mindsets. You will be trained with critical prospecting skills that will empower you to schedule qualified appointments during and after the training. With these psychological networking techniques and cold calling weapons, you will be the ultimate hunter! *amazing skills*