



QCB SOLUTIONS
THE ACHIEVEMENT CENTRE
DECIDE WITH CONFIDENCE

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Sales Training

We offer over fifteen different sales training courses, addressing every aspect of professional selling, from entry-level sales skills right through to senior-level account selling. Some areas addressed include:

Acciss - Power Prospecting

Acciss - Professional Selling

Acciss - Pure Selling

Habit of Selling - Inside Sales for inbound and/or outbound call center environments

Habit of Selling - Negotiation Selling

Habit of Selling - Retail

Habit of Selling - The Reselling Process

Habit of Selling - Telemarketing

Managing Sales Power

Managing the Account™ for Win-Win Partnership

Negotiating – The 5th Win-Win

Selling To VITO™ - the Very Important Top Officer

Skills for Sales Success™ (Partnering with the Canadian Professional Sales Association)

Speak Up and Sell

*The mediocre teacher tells.
The good teacher explains.
The superior teacher demonstrates.
The great teacher inspires.
QCB inspires participants to excell.*