

Selling in Uncertain Times

SANDLER TRAINING OF TAMPA BAY

Greenhouse - Sandler Training

Like most business owners, executives, and sales professionals we are all going through difficult times in keeping our operations running effectively and, more importantly, keeping our people focused and productive. Who knows when it will end, but it is incumbent on all of us to stay positive, keep soldiering on and channel the despair and negativity.

As we navigate our way through these unprecedented times, having a support group and continuing to learn and grow will be an important part of the process. In light of this, Sandler Training of Tampa Bay has offered to support the St. Petersburg Chamber members by offering **complimentary 90-day access to our online virtual SalesMastery training**, consisting of pre-recorded 60-minute sessions.

Topics include:

- Buyer-Seller Relationship
- Psychology of the Sales Process
- Building & Establishing Relationships
- Establishing Trust & Rapport
- Up Front Contracts
- PAIN, Budget & Decision
- Closing & Post-Sell
- Prospecting Plans
- Questioning Strategies
- Pre-Call Planning
- Goal Setting
- ...and more.

There are 24 Sales modules in all, and participants will be invited to join Jim Marshall via Zoom video conferencing for a weekly, 30-minute debriefing and Q&A on the content.

There is no cost to you for this access; it's just our way of giving back and providing value to our friends, clients and colleagues in the interest of "keeping the wheels of commerce turning."

You will be able to access the online content immediately, but the weekly facilitated sessions will begin the week of April 6.

To Register: Email Kim Vogel, Greenhouse Manager at kvogel@stpete.com

stpetegreenhouse.com

Managing in Uncertain Times

SANDLER TRAINING OF TAMPA BAY

How Are Your People Coping?

Leading and managing your people through difficult and uncertain times is a challenge that many people have not previously experienced. Understanding our own emotional mindset as well as that of our employees is essential to providing the right communication to our direct reports at the right time. And, we know that no one individual has all the right answers, skills and techniques.

Therefore, as we navigate our way through these unprecedented times, having a support group of like-minded leaders will be an important part of the process. In light of this, Sandler Training of Tampa Bay has offered to support GreenHouse leaders by offering **complimentary 90-day access to our online virtual Sandler Management Solutions training**, consisting of pre-recorded 60-minute sessions.

Topics include:

- Coaching
- Understanding Your People
- Leadership Roles
- Conflict Management
- Transactional Analysis – Basis for Emotional Intelligence
- KPIs – Key Performance Indicators
- Staging Effective Meetings, Virtually and in Person

...and more. There are twelve Management modules in all, and participants are invited to join Jim Marshall via Zoom video conferencing for a weekly, 30-minute debriefing and Q&A on the content.

There is no cost to you for this access; it's just our way of giving back and providing value to our friends, clients and colleagues in the interest of "keeping the wheels of commerce turning."

You will be able to access the online content immediately, but the weekly facilitated sessions will begin the week of March 30.

To Register: Email Kim Vogel, Greenhouse Manager at kvogel@stpete.com