

Secrets of a Master Negotiator and Sales Pro Revealed

ONLINE *LIVE-STREAMED* HIGHLY INTERACTIVE WORKSHOPS

FACILITATOR: **Peter Farkas** Career Real Estate Negotiator and Sales Pro, Platform Speaker, Performance Coach, Attorney, Author, with extensive experience in all aspects of real estate, manufacturing and financial services.

TARGET AUDIENCE: Sales professionals, account executives, all levels of management and...***

****Anyone sheltered in place looking to use their home or office downtime to improve their soft skills in a highly interactive real-world environment***.*

The Program: Negotiate The Sale©

It's not enough to make the sale, you have to make your margin and secure a relationship!

SKILLS ACQUIRED:

- Unlocking the real meaning of Control and putting it instantly to work with counterparts.
- Mastering the Four Rules of Engagement (*Break Them At Your Own Risk*).
- Understanding your counterpart's negotiating style and acting accordingly.
- Replacing "Small Talk" with Bonding & Rapport strategies and skills.
- How to Win-Win and not Wimp - Win Win.
- The Long List of Negotiating Do's and Don'ts..
- The only 3 things a buyer can say, "Yes", "Maybe", "No". That may not be the order you want!
- The Art of Questioning.
- Mastering the Art of the 180.
- The Human Nature Pendulum and how to make it swing in your direction.
- Counterintuitive strategies for overcoming Objections.
- Tactics to avoid the "stall".
- The invaluable NLP tool in action to gain a subtle edge.
- Rehearsing the Influencer.

Program Structures:

Custom designed hourly, daily, weekly, workshop/webinars.

Audio and/or video reinforcement sessions.

Individual Coaching.

Annual Coaching and sales and negotiation support.

Live and/or Zoom Live.

For further information contact:

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