

Bringing the power of the customer into
the center of your Business.



Be unstoppable.

Invest in learning for your sales team...
Improve your sales results...guaranteed...
Act now before your competition doe's



Activity based - Experiential learning

Customer First is a totally activity-based sales retreat. The activities in this initiative are fun, inspirational, motivational and centered around skill learning and its application. The participants build confidence, raise morale, generate enthusiasm, stimulate creativity and ultimately learn to make the right choices.

There is a better way to ignite your customer relationship team!

We have spent many years in research inspiring the performance of organisations. Customer first is a totally activity based experiential retreat that aimed to help you and your customer relationship team move from success to greatness in the market place.

Once there was a farmer, whose corn always won first prize at the State Fair. Curiously, he had the habit of generously sharing his best corn seeds with all the farmers in the neighbourhood. When asked why, he said, "It is really a matter of self-interest".

Indeed, to be successful in sales we have to share the best corn seeds we have. It is all about giving the best to align with the customer. One must be adept at a battery of skills: listening, observing, asking for feedback, questioning, resolving obstacles, presenting, building rapport etc. One also needs to be sensitive and flexible.

What makes a successful sales person is moving in the right direction using the full range of skills chiefly, to share the best you can offer. It is a true willingness to serve customers - to communicate, to fill their needs, to solve their problems, or ease their burdens.

With this initiative, we have endeavoured to give you a way of helping your sales people to embrace the values of putting your Customer First - consistently.



Value Driven Sales Retreat

*Fire up your sales team to stand up
and get noticed by your customers*

Winning customers loyalty by exercising right choice!

Customer First - This outstanding retreat is a MUST for sales and marketing teams, management and decision makers who wants to give the best to their customers. The retreat activities are designed to be useful for anyone who manages, supervises or sells. Many of them can be adopted by individual sales people. They are meant to be practiced by anyone, in any industry, who holds a position in sales.

Activities in Customer First - sales retreat will not only inspire your sales team to do their job better but will also inspire them to offer a level of service that brings new meaning to the term **customer relationship**. In turn, their success will help your organisation to prosper in its quality of service and sales.

The fundamental principle of this retreat, is that unless there is a change in the way people think and act, learning doesn't take place. Transformation can happen only when people internalize the ability to choose right. Thus, the initiative is aimed at showing them the vision of sales.

Customer First is an exclusive, one day non-residential retreat. It is a wonderful business development tool, which offers a unique opportunity to be with a select group of people from different organizational cultures or alternatively, an exclusive program for your organisation.

Reasons to sign up to this retreat-

- Achieve greater degree of customer loyalty with effective management of resources.
- Build an effective customer relationship team.
- Identifying and eliminating non-value creating activities to reduce your sales and marketing cost.
- Identify key characteristics of top performers.
- Learn to create value by selling rightly.
- Develop an enduring organisational culture.
- Set and realize your life, family, business and social goals.
- Accelerate your business growth.
- Clarifying vision and purpose of selling to increase customer value.
- Sharpen and polish communication skills to win customer loyalty.
- Handle difficult customers and situations.
- Create sales activities around a customer value.

Registration -

We accept only 20 registrations in this retreat to enable effective assimilation of the subject matter.

Look out for our next retreat schedule...

*Leadership Retreat
Happiness Retreat*

*Family Retreat
CEO Retreat*

*Executive Retreat
Spiritual Retreat*



Value Driven Sales Retreat

Activities are quick, crisp, inspiring and energizing that serve to raise participant's awareness of issues in sales. A few full-scale activities teach a skill or two and offer participants the opportunity to practice the skill first in an informal, and then in a threatening and difficult environment.



ANUGRAHA LEARNING & RESEARCH FOUNDATION

No: 7, Sundaram Brothers Layout, Trichy Road

Ramanathapuram, Coimbatore - 641 045.

+91 99430 39393 | resources@anugraha.in

[anugraha_values](#) [anugrahalivingvalues](#) [anugrahalivingvalues](#)