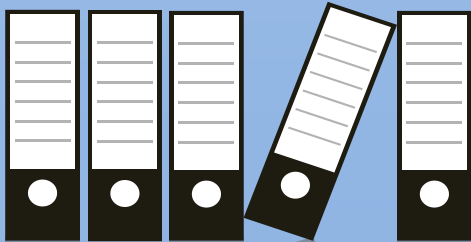


Online

**SALES
TRAINING**

by MedStar Consultants



ONLINE SALES TRAINING MODULES



MedStar Consultants

Introduction



The Online Training Modules contain 20 complete sales training workshops provided in a 45 minute to 1 hour, online webinar format. They are designed to reinforce skills learned during the One and Two Day Sales Training Courses, but can also be used as a stand-alone training resource. Modules can be chosen as a group or individually based upon your needs and are priced on a per-module basis. Individually designed training modules can also be provided to meet your specific needs.

List of Modules

- Sales Psychology
- Proposals
- Prospecting
- Consultative Selling
- Building Value
- Objection Handling
- Sales Process
- Negotiation
- Strategic Accounts
- Rejection
- Appointments
- Closing
- Getting past Gatekeepers
- Attitude
- Sales Presentations
- Building Rapport
- Strategic Planning
- Lab Compliance
- 7 Habits for Healthcare
- Sales Coaching



Also Available:



**A One or Two Day Sales Training program
designed for the Clinical Laboratory**

For more information contact:

Mike Hiltunen MBA, MT(ASCP)
President
MedStar Consultants
P.O. Box 888873
Grand Rapids, MI 49588-8873
Phone: 616-499-2944
email: m.hiltunen@medstarconsultants.com
Fax: 616-825-6271
www.medstarconsultants.com

