



STANIS BENJAMIN WORKSHOPS

- ENGAGING YOUR AUDIENCE WITH HUMOUR
- INCREASING SALES CAPABILITIES AND COMPETENCIES
- SALES NEGOTIATIONS AND PERSUASION TECHNIQUES
- SALES COACHING SKILLS FOR MANAGERS AND LEADERS
- DEVELOPING AN EFFECTIVE SALES TRAINING AND COACHING PROGRAM
- ONBOARDING NEW SALES PROFESSIONALS-TRAINING TECHNIQUES
- STRATEGIES FOR DIFFERENTIATING YOUR SALES PROCESS
- CORPORATE STRATEGIES AND SKILLS FOR BUSINESS DEVELOPMENT
- BUILDING STRONGER CUSTOMER RELATIONSHIPS
- TECHNIQUES FOR CLOSING CORPORATE SALES
- CLOWNING AS AN ENGAGEMENT TECHNIQUE TO BUILD EFFECTIVE TEAMS
- ANALYSING CUSTOMER BEHAVIOUR AND BODY LANGUAGE
- ANTICIPATING AND MANAGING CUSTOMERS' QUESTIONS INTELLIGENTLY
- ASSERTIVE SKILLS FOR SALES PROFESSIONALS
- BEHAVIOUR-FOCUSED PROSPECTING AND TELEPHONE TECHNIQUES
- BEHAVIOUR-FOCUSED SALES SEMINAR
- BEYOND BASICS – BREAKING BARRIERS
- “BRAND ME” RECRUITING FOR RESULTS
- BREAKING PERFORMANCE BARRIERS
- BREAKING SALES PERFORMANCE BARRIERS
- BUILDING AND SUSTAINING A SERVICE LEADERSHIP CULTURE
- BUILDING COMMUNITIES: HARMONY IN DIVERSITY
- CALL YOUR WAY TO SUCCESS
- CHANGING HABITS – CHANGING RESULTS
- CHOICES, CHANGES AND CHALLENGES IN MAKING A SUCCESSFUL CAREER
- CLIENT RELATIONSHIP SALES STRATEGIES & SKILLS
- COACHING & LEADING HIGH-PERFORMANCE SALES TEAMS
- COACHING FOR INSURANCE SALES PERFORMANCE
- COACHING FOR PERFORMANCE
- CONSULTATIVE SELLING SKILLS
- CRAFTING SUCCESSFUL STRATEGIES FOR CORPORATE SALES
- CREATING HIGH-PERFORMANCE SALES TEAMS
- CREATING A SUCCESSFUL BRAND – THE BRAND “ME”
- CREATIVE SELLING STRATEGIES & SKILLS
- CROSS CULTURAL COMMUNICATION SKILLS
- CROSS-CULTURAL BUSINESS COMMUNICATION AND DIVERSITY
- CROSS SELLING SKILLS
- CROSS-SELLING SKILLS FOR BANKING PROFESSIONALS
- CULTIVATING THE RIGHT PERFORMANCE MINDSET
- CUSTOMER-FOCUSED BUSINESS STRATEGIES & SKILLS
- CUSTOMER-FOCUSED SALES COMMUNICATION STRATEGIES



STANIS BENJAMIN WORKSHOPS

- CUSTOMER SERVICE – ONE-DAY EXECUTIVES
- CUSTOMER SERVICE – THE ADVANTAGE
- CUSTOMER SERVICE – THE ATTITUDE
- DYNAMICS OF GOAL ACHIEVEMENT
- EFFECTIVE BUSINESS WRITING SKILLS
- EFFECTIVE COMMUNICATION SKILLS AND INTERPERSONAL DYNAMICS
- EFFECTIVE CUSTOMER SERVICE AND SALES STRATEGIES & SKILLS
- EFFECTIVE PRESENTATION AND BUSINESS COMMUNICATION SKILLS SEMINAR
- EFFECTIVE PRESENTATION AND SEMINAR ORGANISATION SKILLS
- EFFECTIVE PRESENTATION SKILLS
- EFFECTIVE SALES CLOSING TECHNIQUES
- EFFECTIVE SALES COMMUNICATION SKILLS
- EFFECTIVE SALES – MINDSET
- EFFECTIVE SALES NEGOTIATION SKILLS
- EFFECTIVE SALES PROSPECTING SKILLS
- EFFECTIVE SELLING SKILLS SERIES
- EFFECTIVE TECHNIQUES FOR MANAGING SALES OBJECTIONS
- EFFECTIVE TELEPHONE TECHNIQUES TO ENGAGE AND INFLUENCE CUSTOMERS
- EFFECTIVE TIME AND PROJECT MANAGEMENT
- ESSENTIAL SALES CLOSING STRATEGIES & SKILLS
- ESSENTIAL SALES SKILLS
- ESSENTIAL TRAINING STRATEGIES & SKILLS (TRAIN-THE-TRAINER)
- ESSENTIAL TRAINING TECHNIQUES
- FINANCIAL PLANNING FOR THE WEALTHY AND HIGH NETWORTH INDIVIDUALS
- FINANCIAL PLANNING STRATEGIES & SKILLS
- FUNDAMENTALS OF FINANCIAL PLANNING
- GOAL SETTING TO GOAL ACHIEVEMENT
- HUMOUR @ WORK
- INCREASING SALES APPOINTMENT RATIO
- INCREASING SALES PRODUCTIVITY AND PERFORMANCE
- INCREASING TELESales CALL EFFECTIVENESS
- INFLUENCING TECHNIQUES
- INNOVATION AND CREATIVITY AT WORK
- INTERACTIVE SALES TRAINING STRATEGIES & SKILLS
- INVESTMENT PLANNING STRATEGIES
- KEEPING THE SALES PIPELINE FLOWING
- KEY ACCOUNT SALES STRATEGIES & SKILLS
- KEYMAN AND BUSINESS SUCCESSION PLANNING
- LEADERSHIP FOR SIGNIFICANCE
- LEADING AND MANAGING HIGH-PERFORMANCE SALES TEAMS
- LEADING HIGH-PERFORMANCE SALES TEAMS
- LEVERAGING SOCIAL MEDIA FOR INCREASING SALES PERFORMANCE
- MANAGING SALES OBJECTIONS AND OBSTACLES



STANIS BENJAMIN

WORKSHOPS

- MEETING SALES CHALLENGES AND MANAGING CHANGE
- MOVING BEYOND COLD CALLING TO SOCIAL CALLING AND SOCIAL NETWORKING
- PERSONAL LEADERSHIP – MOTIVATING SELF AND OTHERS TO ACHIEVE PEAK PERFORMANCE
- PERSONAL LEADERSHIP STRATEGIES & SKILLS
- PERSONAL LEADERSHIP STRATEGIES & SKILLS (COACHING SESSION)
- PERSUASIVE COMMUNICATION SKILLS
- POWERING SALES PERFORMANCE USING SOCIAL MEDIA
- POWER PERSUASION AND BUSINESS PRESENTATION SKILLS
- PRESENTING WITH HUMOUR
- PRO-ACTIVITY TO PRODUCTIVITY – INCREASING SALES PERFORMANCE
- PROFESSIONAL SALES CLOSING TECHNIQUES
- PROFESSIONAL SALES PROSPECTING TECHNIQUES
- PROFESSIONAL TELEPHONE TECHNIQUES & SALES COMMUNICATION SKILLS
- PUBLIC SPEAKING
- RECRUITING FOR RESULTS
- RECRUITING SALES PROFESSIONAL FOR RESULTS “BRAND ME”
- RECRUITMENT AND SELECTION STRATEGIES & SKILLS
- RECRUITMENT AND SELECTION TECHNIQUES
- ROADSHOWS STRATEGIES & SKILLS
- RELATIONSHIP AND RAPPORT BUILDING TECHNIQUES
- SALES AND CUSTOMER SATISFACTION SKILLS FOR LUXURY BRAND SALES PROFESSIONALS
- SALES LEADERSHIP BOOTCAMP
- SALES STRATEGIES AND SKILLS FOR MARKETING AND SALES PROFESSIONALS
- SELLING TO DIFFERENT RACES
- SELLING TO WEALTHY AND HIGH NETWORTH INDIVIDUALS
- SEMINAR AND ROADSHOW SELLING TECHNIQUES
- SOCIAL CALLING AND SOCIAL NETWORKING STRATEGIES & SKILLS
- SOLUTION SALES STRATEGIES AND SKILLS
- SPEAK WITH CONFIDENCE FOR PERSONAL & PROFESSIONAL SUCCESS
- STARTING AND MANAGING YOUR OWN BUSINESS
- STRATEGIES & SKILLS FOR CORPORATE SALES
- STRATEGIES & SKILLS FOR LARGE ACCOUNT SALES
- STRATEGIES & SKILLS FOR PEAK PERFORMANCE & SALES SUCCESS
- STRATEGIES & SKILLS IN PRESENTING WITH HUMOUR
- STRATEGIES & SKILLS FOR SALES AND PERSONAL SUCCESS
- STRATEGIES & SKILLS FOR SUCCESS IN RETAIL SELLING
- STRATEGIES & SKILLS FOR TELESales SUCCESS
- STRATEGIES FOR MANAGING COMPETITION AND PRICE BY DIFFERENTIATION
- SUCCESS THROUGH CREATIVE SELLING
- TEAM BUILDING STRATEGIES & SKILLS
- TECHNIQUES FOR CLOSING SALES
- THE ART OF CONVERSATION MAKING SKILLS WORKSHOP FOR SALES PROFESSIONALS
- THE ART OF MAKING SALES CONVERSATION
- TIME AND SALES ACTIVITY MANAGEMENT
- TRAINING PROGRAM DELIVERY AND DESIGN STRATEGIES & SKILLS
- ULTIMATE POWER SELLING