

# Sales 1

By the end of the course, you will be able to **give effective feedback**, talk about **objectives** and **goals**, **motivate** your team, **build rapport** and **sympathy** and manage from a **distance**, along with lots more!

Lesson 1: **Presenting products**

Lesson 2: **Sales pitches**

Lesson 3: **Sales calls**

Lesson 4: **Implementing up-front contracts**

Lesson 5: **Active listening**

Lesson 6: **Analysing needs**

✓ **Personal trainer**   ✓ **100% online**   ✓ **10 hours**

✓ **Certified**   ✓ **Eligible for CPF**   ✓ **6 Live Classes**

## LEARN

Online activities  
(30-60 min)  
**10 mins a day**



## SPEAK

Live Class  
(55 min)  
**Weekly classes  
with your trainer**



## PROGRESS

Lesson tests  
(30-90 min)  
**Extra resources, reports  
and review quizzes**







## Sales 2

Are you a manager and need English? This course will help you to **prioritise** and **delegate** work, **resolve conflicts**, **coach**, manage **multicultural** teams and deal with **change management**, along with lots more!

Lesson 1: **Communicating efficiently**

Lesson 2: **Objections**

Lesson 3: **Demoing a product**

Lesson 4: **Closing a sale**

Lesson 5: **Discounts**

Lesson 6: **Selling internationally**

✓ **Personal trainer**

✓ **100% online**

✓ **10 hours**

✓ **Certified**

✓ **Eligible for CPF**

✓ **6 Live Classes**

### LEARN

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(30–60 min)  
**10 mins a day**



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(55 min)  
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### PROGRESS

Lesson tests  
(30–90 min)  
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