

# RULES OF Retail Sales Training

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## Training Never Ends

Produce ongoing training on new products, merchandising campaigns, skills refreshers, procedural changes, and seasonal promotions.



## Micro Learning, Macro Results

The shorter the program, the better. Present small chunks followed by practice on the sales floor. Use short video segments for maximum impact.



## Don't Tell, Show

Demonstrate interactions with customers from the greeting to the sale and beyond. Build a relationship. Ask open questions. Use the customer's name. Don't be a pest but don't give up. Always cross-sell. Show these in action.



## Customers Love Visuals -- So Should You

Explain how to create and maintain effective merchandise displays.



## Phone & Tablets Are Tools, Not Time Wasters

Deliver online training via phone and tablets so people can learn on breaks and during down time.



## No More Books or Binders

Make your program self-contained, with no books to buy or lose, nor binders to maintain.

# Retail Sales Training Manual

**Ian Pickup**



## **Retail Sales Training Manual:**

Embark on a breathtaking journey through nature and adventure with Explore with is mesmerizing ebook, **Retail Sales Training Manual** . This immersive experience, available for download in a PDF format ( \*), transports you to the heart of natural marvels and thrilling escapades. Download now and let the adventure begin!

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