

How does your intermediate/advanced consultative selling course compare with a similar sales course offered in the US by a provider such as Miller/Heiman or Franklin Covey?

### Our course :

1. Covers ALL the elements necessary for success - process, skills, confidence and mindset/motivation. Other courses tend to focus on one or two of these. All of these elements fit seamlessly together and provide a complete toolkit for participants, enabling them to decide what to do and building their capability, confidence and motivation to do the actions well.
2. Is designed specifically for consultancies and professional services firms and works in situations where very busy, highly technical experts are responsible for selling and business development - often in addition to their 'day job'!
3. 'Fits' the personality and values of engineers and other professionals.
4. Is simple and practical and utilises the project management skills they already have.
5. Is built on the need to develop and maintain a strong reputation and the 'right' relationships - all based on credibility, expertise and trust.



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