

Residential

TRAINING SERIES

Residential Selling Skills

Course Description

This eLearning course provides a review of proven sales techniques that will help you achieve incremental, high-margin sales of Mitsubishi Electric cooling & heating solutions. You will also learn about the Three-step Success model which details how to assess your customer's comfort needs, introduce ductless solutions, and go for the sale.



Prerequisites

None

NoneTarget Audience

Sales Associates

Course Duration

40 minutes

Educational Credits

None

Course Tuition

No charge

Classroom Requirements

Laptop computer or Internet accessible device

What You'll Learn

- Apply the Good-Better-Best and Incremental Sales techniques when proposing Mitsubishi Electric cooling and heating solutions to residential customers
- Follow the Three-step Success model to uncover problem areas, introduce the product line, and make the sale
- Introduce ductless solutions which address customer comfort issues



metushvac.force.com/contractors/s/



1.678.730.1710



training@hvac.mea.com