

Clients for life: The Proven Strategy for Selling with Success.



We all wish for more quality clients and the keys to creating lasting stability in our organizations. But this depends on knowing how to sell “without selling” and build lasting trust and loyal relationships with your clients.

The challenge is to know **how to stand out in today's saturated market**, as well as fulfill your client's deepest expectations, from the first contact to the last.

In this course, we work on the **proven principles and strategies** of the **"new sales philosophy"** and how to gain and maintain great customers, for a lifetime.

What will you gain with this course?

- ✦ Identify your **Unique Competitive Value** that will elevate you from your competition.
- ✦ Learn and implement the true **"commercial mindset"** that builds trust and wins customers.
- ✦ How to **attract your Ideal Client** and fulfill their deepest expectations.
- ✦ The basics for designing an **"ideal customer experience"** that will gain the loyalty, recommendations and referrals you are looking for.
- ✦ Apply the **principles of coaching for sales**, as a core business strategy .
- ✦ The keys to designing and managing **a really successful sales operation.**

Who is it for?

- ✦ **Business Owners and Executives** who want to increase their sales and implement a “commercial culture” throughout their team.
- ✦ **Entrepreneurs** looking for proven methods to gain quality customers and promote their initiative, company or product / service.
- ✦ **Sales Professionals** looking to maximize their performance and increase their sales.

And the format ...?

- ✦ An **in-person and dynamic** workshop of 8 hours.
- ✦ **Custom application** to your own particular case.
- ✦ A **guide + recommended resources** for immediate implementation and results..

“My work with Nevena has been really inspiring, not only for professional but also personal areas. Through her very personalized methodology, I have experienced an immediate evolution guided by a great professional. Personally, apart from reinforcing my leadership skills and abilities from a very positive vision, Nevena's guidance has become an example of how to develop on a professional and personal level.”

*~ Miguel Zapatero
(Sales Manager)*

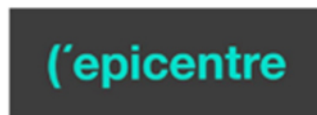


Every person has their GREATNESS

Our Clients



We have the great pleasure and privilege to have worked with a diverse set of clients, local and international, which include the following:



Every person has their GREATNESS

NEV

coaching & consulting



Nevena Vujosevic

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➡ Contact us for a free consultation



2021 Awarded the
European Prize
For Technology & Innovation



2019 Awarded the
European Prize
for Business Excellence



2018 Awarded the
Gold Medal
for Professional Merit



2017 Awarded the
Gold Star
for Professional Excellence



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That each person has their greatness means that each team and organization also has it, as long as it is willing and able to work towards it with integrity, excellence and heart.

We are here to guide you, accompany you and empower you in all the necessary steps.

Each road is unique and paved with opportunity and transformation.

In short, with GREATNESS.



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