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Spa Training Manual

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Medical Spa Management Training Manual

Mike Wallace,Melanie Smith

Medical Spa Management Training Manual:

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further by 1 Selling Yourselves Customers go by what they see in you first the way you carry conduct yourself 2 Selling Your Services 3 Retailing your Products Up Sell Cross Sell 4 Retaining Customers for Life 5 Standing out from your Competition 6 Projecting the Right Salon Image It covers in detail each step required for the Sales Customer Service Process the skills sets behavior attitude and is aimed at all therapists beauticians stylists receptionists retail sales customer service shop floor staff supervisors team leaders managers who are keen on creating a memorable experience that is enjoyable by encouraging customers to return again Potential profits could be walking out of the door every single day Can your salon spa business afford this to be happening Increase Sales in Your Spa Salon Today Here s what some of our Participants have to say after attending our session on Professional Selling Skills for SPA s Salons and Health Clubs Very interesting One of the best I have had in my life After the training I was clear about the objectives of selling in my spa It built our creativity to work in teams with open minds Learnt a lot on up cross selling handling complaints politely how to translate to profits Awesome Interesting Very useful information the way to handle my Guests very useful for my future I liked the fact that the Trainer was able to keep the attention interest of the participants at ALL times A lot of useful information Forced us to think by ourselves Excellent Training Clear great information loved the exercises examples I gained enough valuable information Gerard A great Trainer Helped me greatly on my self confidence handling complaints being customer focused Every part clearly understood Gained extensive knowledge in selling up selling cross selling our services Changed my personal attitude Thanks a lot

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