



MITHRIVE GLOBAL

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Enterprise Technology
Center, Adjacent Eagle
Square.

INVITATION: Consultative Selling Course

Date: 11th - 14th August, 2025

Venue: Enterprise Technology Centre, Adjacent Eagle Square, Abuja.

Time: 10am

On behalf of Mithrive Global Limited, we invite you for the above training.

Course Description: Today's customers expect more than a sales pitch—they want partners who understand their unique challenges and provide tailored solutions. **Consultative Selling** goes beyond product features and focuses on building trust, uncovering needs, and co-creating value. This course is crafted for professionals looking to deepen client relationships and close deals by becoming strategic advisors, not just salespeople.

Course Objectives

By the end of this course, participants will be able to:

- Understand the **core principles of consultative selling** and how it differs from transactional sales
- Use **effective questioning and listening techniques** to uncover client needs and pain points
- Build long-term trust through **value-based conversations** and solution-focused engagement
- Present tailored solutions that align with client goals and decision-making processes
- Handle objections and close deals with a **collaborative, customer-centric approach**

Training Modules

- **Module One: Understanding the Psychology of Buyer Resistance**
- **Module Two: Identifying Common Types of Objections and Their Root Causes**
- **Module Three: Active Listening and Empathetic Communication Skills**
- **Module Four: Techniques for Reframing and Responding to Objections**
- **Module Five: Building Trust and Handling Price, Timing, and Value Concerns**
- **Module Six: Closing Techniques That Drive Action and Commitment**
- **Module Seven: Role-Playing Real-World Sales Scenarios and Objection Handling**
- **Module Eight: Post-Close Follow-Up and Strengthening Customer Relationships**

Who Should Take This Course?

- Sales Professionals and Business Development Executives
- Account Managers and Client Relationship Officers
- Product and Solutions Consultants
- Entrepreneurs and Service Providers
- Anyone involved in B2B or high-value solution selling



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Course Delivery approach

Through real-life scenarios, role plays, and guided frameworks, this course empowers participants to transition from simply selling to **consulting with impact**. Practical tools and methods are shared to immediately apply in sales conversations.

Course Fee: N295,000/participant (includes Training delivery with practical exercise, feeding, branded training kits[*bag pack, writing jackets and notepads, pen/bjro*], handout, and Certificate)

Kindly pay by cash, cheque or electronic transfer to our Guarantee Trust Bank Account No. **0950511301, Mithrive Global Limited.**

Our Recent Ongoing/Completed Training programmes: Training programmes for some of our delegates of the following organizations:

- AERO Contractors Lagos
- BUA Cement
- Central Bank of Nigeria HQ
- ENERGIA Limited Lagos
- Independent Corrupt Practices and Other Related Offences Commission Abuja (ICPC)
- Federal Ministry of Petroleum Resources
- Federal Ministry of Innovation, Science and Technology Abuja
- Federal Inland Revenue Service Abuja
- Financial Reporting Council of Nigeria, Lagos
- Havenhills Synergy Limited Abuja
- NAHCO Aviance Lagos
- Nigeria Institute of Peace and Conflict Resolution.
- Nigeria Electricity Liability Management Company Abuja
- NIRSAL PLC
- Nigerian Meteorological Agency (NiMet)
- Nigerian Liquefied Natural Gas Port-Harcourt (NLNG)
- SAHCO Aviance Abuja
- TY Danjuma Foundation Abuja
- University of Jos
- Yola Electricity Distribution company (YEDC)



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Kindly Note:

All fees are subject to further negotiation to suite demands.

For further enquiry or contact the Director of Program: **Mithrive Global Limited**, Enterprise Technology Center, Federal Ministry of Education, adjacent Eagle Square, Abuja. Call/Text: +2348106310387. E-mail: training@mithriveglobal.com website: www.mithriveglobal.com

Sincerly yours,

For: **Mithrive Global Limited**
Mohammed Ibrahim M.
Training Coordinator