



WINNER
Furniture News 21/22/23
READERS' CHOICE AWARDS



Award Winning Sales Training for Furniture Retailers

AN EXTRA SALE PER SALESPERSON EVERY WEEK

How much is it worth to your furniture store?



***"3 orders worth £49,000
in 3 weeks from spending
quality time with customers
and asking good questions"***

**One of our delighted clients
March 2023**

10% increase **GUARANTEED**

Our multi-award-winning training programme is trusted by many of the UK's best independent furniture retailers.

Fully bespoke and designed to suit the needs of your business, we guarantee

- ✓ 10% increase in profitability
- ✓ 10% increase in sales
- ✓ 10% increase in conversion
- ✓ 10% increase in average order value
- ✓ 10% increase in add-ons



Grow sales, anywhere, anytime

Our digital training delivers the same guaranteed results without your team ever having to leave the store.

Fun, engaging videos packed full of highly effective techniques that can be used to boost sales from day 1.



- ✓ 24-hour 365-day access to our award-winning sales course
- ✓ Individual logins for your entire sales team
- ✓ Regular assessments and quizzes
- ✓ An onboarding call to get everything setup
- ✓ A free downloadable implementation guide for your managers
- ✓ A free downloadable workbook for every trainee
- ✓ All your coaching and sales questions answered
- ✓ Accountability to help you reach your goals

In-store solutions

Our in-person training days are different from the usual sales training workshops.

With 42 years of real furniture sales experience, every technique, tool, and question has been 'borrowed' from the best salespeople in the industry and time-tested by Adam himself.

We just know this stuff works.

Our delegate reviews speak for themselves, people just love the training days.

They're fun, interactive, and will re-invigorate your team and leave them with the tools to smash their sales targets.



✓ Make every customer feel special and important

✓ Learn how to handle and avoid "we're just looking"

✓ How to have brilliant non-selling conversations

✓ Creating an attitude of genuine interest

✓ Learn how to build trust

✓ How to help the customer thinking clearly and feel good

✓ Utilise a handful of million-dollar questions

✓ Learn how to understand customers priorities

✓ Create customers for life who love to review and refer your store



**The best training in
11 years. 10/10.**

Geoff, Salesperson



500+ 5 star reviews

How does it work?



Discovery call

It starts with a short, informal discovery call where we listen and offer initial advice free-of-charge.



Store visit

We'll also often come out for a half-day at no cost to show you where improvements can be made.



Sales training programme

Stores often hire us for a furniture sales programme that moves you towards best-practice quickly.



Follow-up sales support

And we're often asked to stay on board for longer-term sales support, to help make sure the changes stick.



Client feedback

"I would recommend Adam's training to any company who wants their sales people to convert more orders and improve profitability"

Ryan Pheloung, Harvey Norman Ireland

"An awe-inspiring course, worthy of any retailer's investment"

Luke Gilby, Bradbeers

"We have had numerous examples of orders we have secured, that we would not have got, without some of our new selling skills"

Kevin Robertson, Glasswells

"I honestly can't wait for all my team to go through it. It's like 16 weeks worth of 1 hour meetings all in one go"

Tom Whiteley, Sofology

"The impact and feedback was immediate and extremely positive. The course paid for itself in one sale within a week of the training"

Marie Dixon, Dixons

"We saw immediate changes and improvements in attitude and behaviour"

Katie Lowe, Stokers

***"A must do seminar for any
furniture/carpet retailer who
would like their business to carry
forward into another generation".***

Sue Calvert
Director at Calverts



Retail has subsequently enjoyed strong double-digit growth and finance continues to trade well.

Ian Geary, Managing Director,
Dreams Northern Ireland



We can grow profit by 10% for any furniture retailer

The simplest first step is the free, no-obligation discovery call – it's quick, informal and always leaves you with value.

We'll get to understand the change you're wanting to see and will share some advice with you, and some real stories, so your growth journey can begin.

Call **07817 162 359**

or

Email **ruben@furnituresalesolutions.com**



**MORE SALES
GUARANTEED**

