

### **PRICING KIT**

MERCURI international



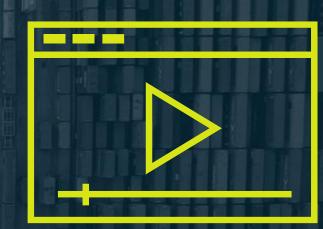


### **PROGRAM OVERVIEW**

#### WHY A PRICING KIT?

In these times - with increasing challenges from supply bottleneck, supply chain disruption, exorbitant increases in energy, logistics, production and procurement costs - what should salespeople do to be successful when selling the price?

- 1. Be well prepared
- 2. Be aware of the different scenarios that they might face
- 3. Increase their confidence when managing different customers
- **4.** Master effective argumentation and convey the value
- 5. Manage customer's objections and get acceptance



## Watch this video to find out more

MERCUR

# THE PRICING KIT. SELL THE PRICE WITH CONFIDENCE.