

NATURALLY

Sell Naturally

Your reps read the buyer's Natural Approach in the first minute and tailor the pitch, so the buyer stops going quiet.

"Our sales team leaves revenue on the table."

"Customers walk in loyal and leave indifferent."

WHO IT IS FOR**LEVEL**

Sales teams, Frontline leaders

TIME

Anywhere from 60 minutes to 2 days

LANGUAGES

English

GROUP SIZE

Any group size

FORMAT

In person · Virtual

BUSINESS OUTCOME

Revenue growth, Customer loyalty

WHAT HAPPENS

Reps discover their own approach and the approaches of the buyers they lose most often.

Using color as the memory hook, they rebuild pitches, presentations, and follow-ups for each buyer type.

A series of sales simulations puts the new approach under pressure until it holds.

WHAT CHANGES

- Pitches match the buyer instead of the rep
- Quiet buyers get the follow-up that reopens the conversation
- Objections read as buying signals
- A shared read on every buyer in the pipeline

HOW WE MEASURE

Assessment data plus a 60-day pipeline read: close rate and cycle time on the deals reps flagged in the room.

HOW IT FITS WHAT YOU HAVE

Built around your buyers, your products, and the objections your reps actually hear. The tools Participants build become their own job aid and drop into your sales playbook.

INVESTMENT

\$25,000

Per bundle · same number in USD, CAD and EUR

Part of the Naturally bundle of three. Custom sales simulators built on your products add \$10,000 to \$25,000.

Formats: anywhere from 60 minutes to 2 days, for any group size. One Facilitator day covers everything up to a full day at the investment shown; a second day adds \$10,000.

WHAT IT INCLUDES

- Naturally assessment for every rep
- Three Naturally experiences
- Sales simulations built on your buyers

PROOF

+173% global sales revenue

Wharf Hotels, running Sell Naturally with Handle Objections. Best Internal Training Program, Canadian Awards for Training Excellence. 100% of Participants would recommend the experience to a colleague.

"Highly recommend if you want results."

— Sandy Russell, VP Sales and Marketing, Wharf Hotels

Schedule a 20-minute walkthrough

[See how it runs online](#)

One of 71 Learn2 experiences. Browse and filter the whole catalogue at [Learn2.com/programs](https://learn2.com/programs).

Reply to the email this came with, or write to sales@Learn2.com.