

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades, reaching towards a clear blue sky. The perspective creates a sense of height and architectural grandeur.

Authentic Sales

Trust is at the core of transaction.

**The
HubStudio**
.com.au

About The HubStudio

The HubStudio is a resource and development centre for working professional actors and creatives. Available anywhere, we operate both face to face workshops and online, with our own studio facilities in both Perth & Sydney. We use core performance skills to facilitate exceptional training programs for corporate clients using proven theatrical techniques taught by experts in performance training. Our coaches have taught hundreds of actors, and some this country's top artists.

The HubStudio Corporate Training is activity-based practical learning. We give constructive personal feedback in a supportive environment where the individualized key learning outcomes engage and inspire each participant to perform at their best.

At the **core** of our programs are:

Authenticity	Leadership
Presence	Prosperity
Vitality	Engagement
Confidence	Effective Communication



Engage.
Prosper.

Lead Philosophy

At the core of our daily transactions is our ability to sell, whether that is our selves, a product or service or both. In it's essence sales is about speaking to and engaging with our most core drivers, it's not an intellectual thing, it's a gut feeling controlled by our old mammalian brain. If we can speak to our customers from our core drivers, we can engage and sell with authenticity, trust and excitement, building longer lasting and more profitable relationships. This course gives the tools to take anyone from being a sales person to the holy grail of - trusted advisor, partner and friend.

Course Overview

This course is all about effective communication and authenticity at its core level of engagement.

Topics include:

- Understanding Authenticity
- Active Listening
- Effective Communication
- Strategic Sales
- Seeking the win-win
- Mechanics of the Trusted Advisor
- Selling with Vitality
- Reflective listening.

Course Outcomes

Outcomes from this course include

- Developing your authenticity in sales
- Learning how to communicate effectively
- Developing trust
- Creating deep engagement
- Selling for the long term
- Becoming a Trusted Advisor.

**AVAILABLE AS AN
ONLINE
PROGRAM**



**Engage.
Prosper.**

Who Should Do This Course?

This course is perfect for person or organisation in sale of products services that seek to find genuine long term clients in an authentic engaging way that wants a to develop trust, enragement and friendship with those around them. The effective sales course uses fundamental communication, performance and sales techniques based on fundamentals human drivers using proven theatrical performance and mindset techniques.

Program Details

Maximum Persons : 20 per group

Minimum Hours : 12 (course can be split across several sessions)

Investment : \$4,250 + GST or \$250 pr / hd

Location : Available both Nationally & Internationally. The HubStudio has facilities in both Perth & Syndey & Online.

All HubStudio programs can be tailored to suit the needs of our clients, and in most cases programs often are, so please talk to us about your needs. We'd love to hear from you.

“ The team at the Hub manage to generate an environment quite unlike other communications programs where participants are encouraged to focus on what is authentic to them as professionals and presenters, rather than align themselves to predetermined and prescriptive social styles” ”

Adam Carrel

Partner / EY – Climate Change & Sustainability Services (CCASS).

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Prosper.**

The HubStudio

The Actors Gym