

Name	Most Important Idea	How will this help you?	In what other ways did you gain clarity and focus?	In what area would you like to personally improve?	Rating	Please explain
Abdalla Abdalla	The benefits of using the Track Selling in getting the information we need to sell	Will improve my ability to listen to the customer's needs and help him by selling him the right product and service	"People prefer to talk" we need to listen more than we talk everywhere - home, office...	How to get to sell to customer buying from our competitors	VG	Make me aware to implement the tracking Dia in selling
Bob Brown	Questions are more powerful than statements	Improve my sales performance and my day to day personal relationships	Straight-forward step by step selling process. Having clear objectives before any meeting	Ability to listen and remember information	EX	Extremely well presented and made easy to understand the principles involved
Miroslav Cerny	People Prefer talking to listening	I will try to talk less and listen more. I believe this approach will improve the relationship with the people around me and help me to better understand their needs	Working with the people in the company interaction with all members of the family	Leading a dialog by using open-ended, reflective and directive questions	VG	There was a lot of good stuff in the training that can be applied in both personal and professional life
Xia Chen	Selling principles and techniques – Track Selling System	Be more efficient effective and success	1. communications 2. Positive attitude 3. Listening	Listening	EX	Well prepared, organized and comprehensive
Bart Colaers	The value of qualification	Listening and asking the right questions	The power of open-ended questions	Empathy	VG	It went too quick, 3 days were better
Vladiorir Hlinka	Track Selling System method	Although very similar to other methods, I know it helps me to have a better overview about applicable selling techniques	Dialogue, Approach	Communication, Listening	VG	Some slides are not attached in Lit. and therefore harder to follow
Tomas Hnizdil	Not talk, but listen	I will be able to better control conversation	How the professional salesperson should do the job. How people who are buying goods are thinking.	Influence on people, to be professional salesperson communication (business) skills, selling skills take over these selling skills to non-business life (Family)	VG	I have no comparison, so that there is not excellent. This workshop gave me more than I expected before
Tomas Knoblock	To try to use as much as possible the 7 steps method when I make sales	It should help me to control the conversation with a customer	-More listening - Ask open-ended questions to let other people talk and let me think -Control the conversation	More listening than talking	EX	
Alex Krotov	The only way to control a conversation is by listening	Understand customer needs		Direct sales techniques	VG	Done systematically, easy to trust
Jan Kurel	Ask for the order (close)	I expect to get more orders	Better plan customer visits (Agenda); Ask more questions to better understand; Listen more; People Buy Emotionally	Business qualification step, closing private – listening	VG	Very good materials including Sales Navigator Very Good experiences and advice from Jason
Philippe Lartigand	Ask – Listen Analyze, prepare sales process	Be more efficient	Better understanding of customer and his needs Communication with colleagues		EX	Clear Participative Interactive
Elsibeta Leidler	Selling by listening	Ask more questions to hear more	Private life	To pay attention more on our family	VG	Very good workshop, but oriented more on other commodity, not ours. Especially to get order is long process for us, not result of one or few meetings

Name	Most Important Idea	How will this help you?	In what other ways did you gain clarity and focus?	In what area would you like to personally improve?	Rating	Please explain
Hans Lonsain	Approach sales always in structured way	Lose less time on meetings/calls by having all necessary information and actions prepared	Use compliments at home too – Show that you care	Discipline in following this and other structures/systems	VG	Group was involved (Everyone) Content was partly new (Structure) and the unknown parts were presented clearly
Pavel Ma'tl	Asking is better than telling	It will help me sell my ideas and products	We sell value not price People buy emotionally Listening Really good preparation is useful	Approach & Qualification	EX	It was the best training I have every had
Sarka Mrkvickova	Successful techniques in communication, including process of selling	Questions are much more powerful than statements. Listening and ask questions	Listening to others	Communication skills for my job and family	EX	Very interesting presentation Charismatic trainer, "good attitude; Pleasant time and useful for me
Zdenek Mrkvicka	Questions are much more powerful than statements	I will ask and listen to not push my opinion			Good	
Josef Semerad	To use well proven track sales process will help me a lot	To increase my business		Listening to customers	EX	Professionally prepared creative with the ability to move people to act!
David Takacs	To become a professional salesperson is much more easier if one follow the 7 simple steps of sale Understanding is more important than presentation	I will try to follow the 7 steps with selected accounts, understand their needs and sell the equipment what they are looking for (if available from our product range)	Positive attitude, understand how to qualify a prospect	Think more positively, be more open-minded; better understand the requirements of my accounts	VG	I was expecting a similar training of sales procedures. The training opened my eyes to several new possibilities
Dag Nordby	Planning ahead for all customer calls	Following the "Track Selling System" will have a distinct effect on preparation for customer contacts	1. Improved knowledge of my own products 2. Forces the examination of personal characteristics 3. Shows importance of listening over that of talking	Planning a strategy before the call. No more "winging it"	VG	Mr. Kleid forces good participation by participants. He knows his subject and is engaging in his presentation! I believe that much of the course material will be "gone with the wind" unless some sort of follow-up is put in place.