

## Selling financial solutions

Present numbers convincingly

### Ihr Trainingserfolg

Visualise any money matter with just a pen, paper and calculator, and lead your client to the solution to their problem.

You will be considered a financial wiz.

### Wer profitiert davon

All sales personnel and advisors in the financial services sector who want to be more self-confident when dealing with clients – by providing outstanding solutions to (mathematical) financial issues and by reinforcing the client relationship and facilitating closing.



### Training course content

- Key interconnections in commercial and financial mathematics – understand 100% and apply confidently in consulting
- Visualisation of all of your clients' money matters – with just a pen and a sheet of paper, spontaneously and professionally
- Calculation of complex financial issues with a simple financial calculator – fast, correct, and together with the client
- Lead clients to the right decision by means of an active financial dialogue – dynamic, respectful and convincing
- All of this is achieved by exclusively working on practical case studies – from retirement provisions to zero-bonds

## Training methods

- An initial check determines the existing level of knowledge without any loss of face
- Easy-to-remember rules for spoken signals and calculations are practised with partners and then applied to case studies
- Synchronous learning: a special video set up that allows all participants to see what is visualised and calculated in a one-on-one discussion
- A clear didactic structure that develops skills step by step and anchors newly acquired knowledge
- Consistent documentation of all calculated examples in the participants' manual ensures a lasting learning transfer

## Keyfacts

**2 days of intensive training** with up to twelve participants

Day 1: 9:00 – 19:30

Day 2: 8:30 – 17:00

## For Individuals

You can find our public dates for the training on our website: [www.hps-training.com/trainings](http://www.hps-training.com/trainings)

## For Teams

In-house seminars are the best value for groups of 5 or more.



a confidential environment



learning partnerships



your ideal date & location



tailor-made solutions



teambuilding effects



real individualisation