

TRAVEL Sales Process



..... **T – TURN ON**

Stop and recognise the new opportunity.
Be present in the moment.



..... **R – RELATIONSHIP BUILD**

Behave, from the very beginning, in a way that helps build a long term relationship with the client.



..... **A – ASK QUESTIONS AND LISTEN**

Engage in a conversation cycle of asking and listening until you have a clear picture of the clients wants and needs.

- Check-in with your customer



..... **V – VALUABLE PRODUCT**

Present a product offering that highlights how and why it meets their needs.

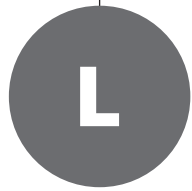
- Check-in with your customer



..... **E – EXPLAIN THE BOOKING PROCESS**

Articulate what is required and expected of the client if they choose to book with you.

- Check-in with your customer



..... **L – LOCK IT IN**

Ask a client if they would like to book.

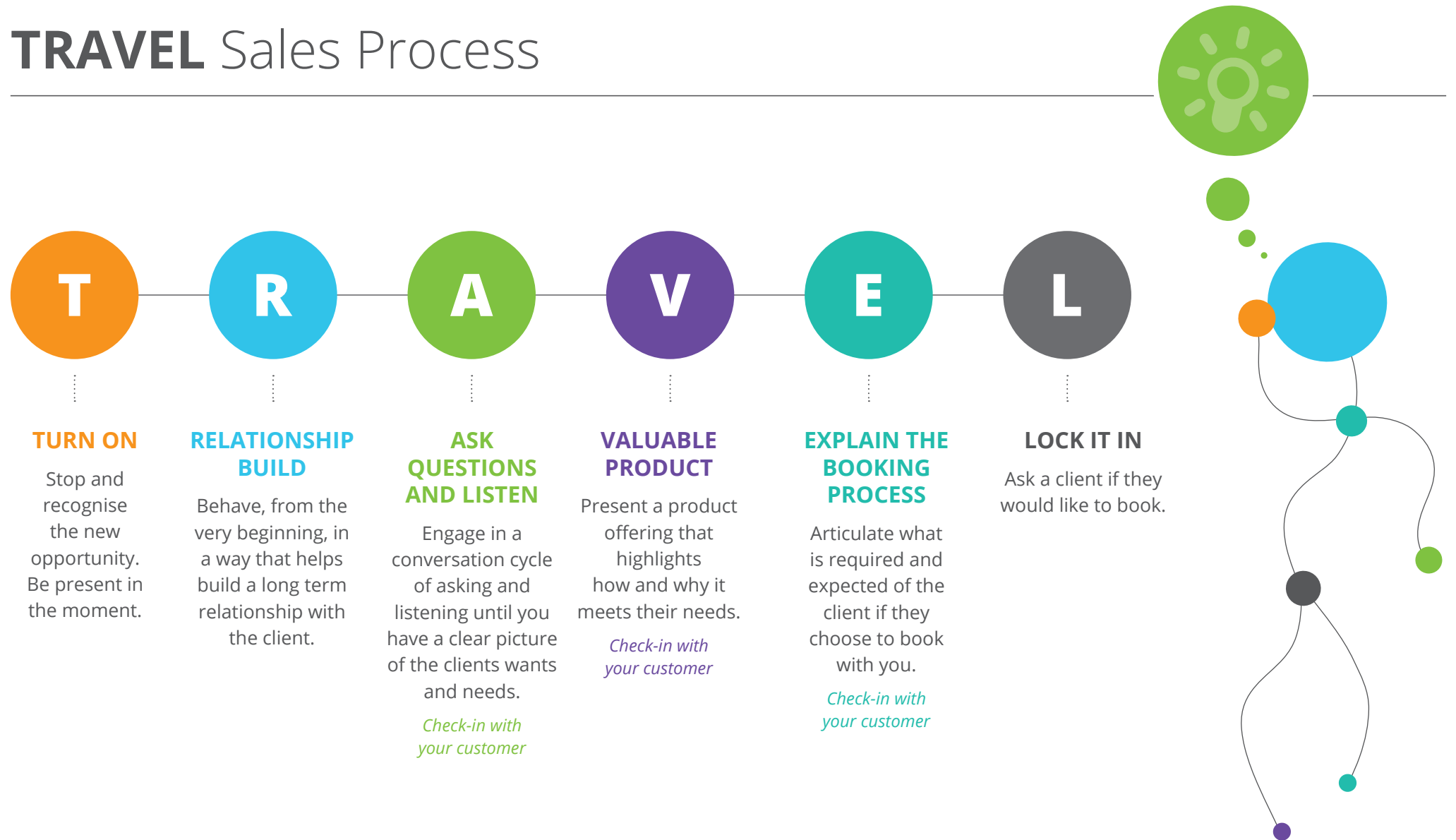


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