

Ancillary Corporate Accessories – An Overview

Grow EVERY sale! It is common for a new salesperson to think of the ‘furniture related’ aspect of the corporate environment, when it comes to selling. However, there are many ancillary products that will be purchased for EVERY commercial space. Waste Bins, White Boards, Wall Art, Ergonomic Accessories, Common Gaming Areas and many ancillary products will increase your sales and your overall GP!

Upon completion of this training the salesperson will know:

- The ‘Key Questions to Ask’
- The Qualification Process
- The INDEAL Ancillary Market Manufacturer Partners



This is a short training session lasting approximately 1 hour.



The ideal candidate for this course is a salesperson who is new to the office furniture industry.



Send your request to participate in this workshop to learning@indeal.org.