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I'll get to my tips for selling shoes but first, a story about how my knowledge of retail sales training began at the feet of others. I put myself through college

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in the '70s as a men's shoe salesman. My shoe store was run by a sales manager whose simple motto was, "Sell shoes."

Five Retail Sales Training Tips From Selling Shoes

By creating speciality areas, such as

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jewelry, shoes, sporting goods, and housewares, retail professionals create “stores within stores” and have specialty employees who are better able to serve customers. Visual merchandising and display: Create attractive displays of products to set a tone and an expectation. Sometimes,

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you aren't just selling a product -
you're selling an experience ...

Intro Guide to Retail Store Operations | Smartsheet

separate us from any other retail store
in the world. This section is only meant
for an introduction to denim as it is the

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Remember that retail staff training is a continuous process. It's also important to remember that training isn't just something you do when you hire a new employee. Products,

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procedures, and inventory will all change. For instance, you might adopt a new POS system that requires minimal staff training. Periodic sales, safety and policy training also help to reinforce what your employees ...

The Small Retailer's Guide to

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Successful Staff Training

Perhaps the most important part of retail is the moment of the transaction — when money transfers from the customer to the cashier. This is, after all, the moment that everything else in retail is working towards. As such, it's obvious that your cashiers must be

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well trained so that everything goes smoothly. Retailers tend to approach cashiers in two ways. The first is the way that a store ...

The Retailer's Guide to Cashier Training: Getting People ...

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How To Create Training Manual: Steps and Template included

Retail sales training can be a challenge to organize and implement.

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Arranging time away from the shop floor may be costly and, given the ...
Give your long manuals a makeover by turning them into interactive content. The British retailer, Mothercare, uses gamification to provide health and safety training to its employees. More accurate feedback.

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Using apps in gamification training allows ...

5 Retail Sales Training Ideas To Motivate Your Staff - Deputy

Security Training Manual In Retail

Retail Security is aimed at providing a knowledge of security procedures to

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staff and management working within the retail sector. This module of training will provide the learner with a working knowledge personal and store security procedures and loss prevention techniques. Security Training Manual In Retail South Africa vwdiiphpehuvnqrzzkdwvhfxulw ...

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Security Training Manual In Retail South Africa

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