



# IGI FSI

Integrated B2B sales training program  
with multi rater customer survey



## Who we are:

IGI FSI is a Packages Group company, pioneering in emerging technologies driven business solutions. Equipped with State of the art technology, IGI FSI can become your growth partner anywhere around the world.



# Project overview

The Only integrated tool in  
Pakistan that comes with:

De- bottlenecking Sales Process

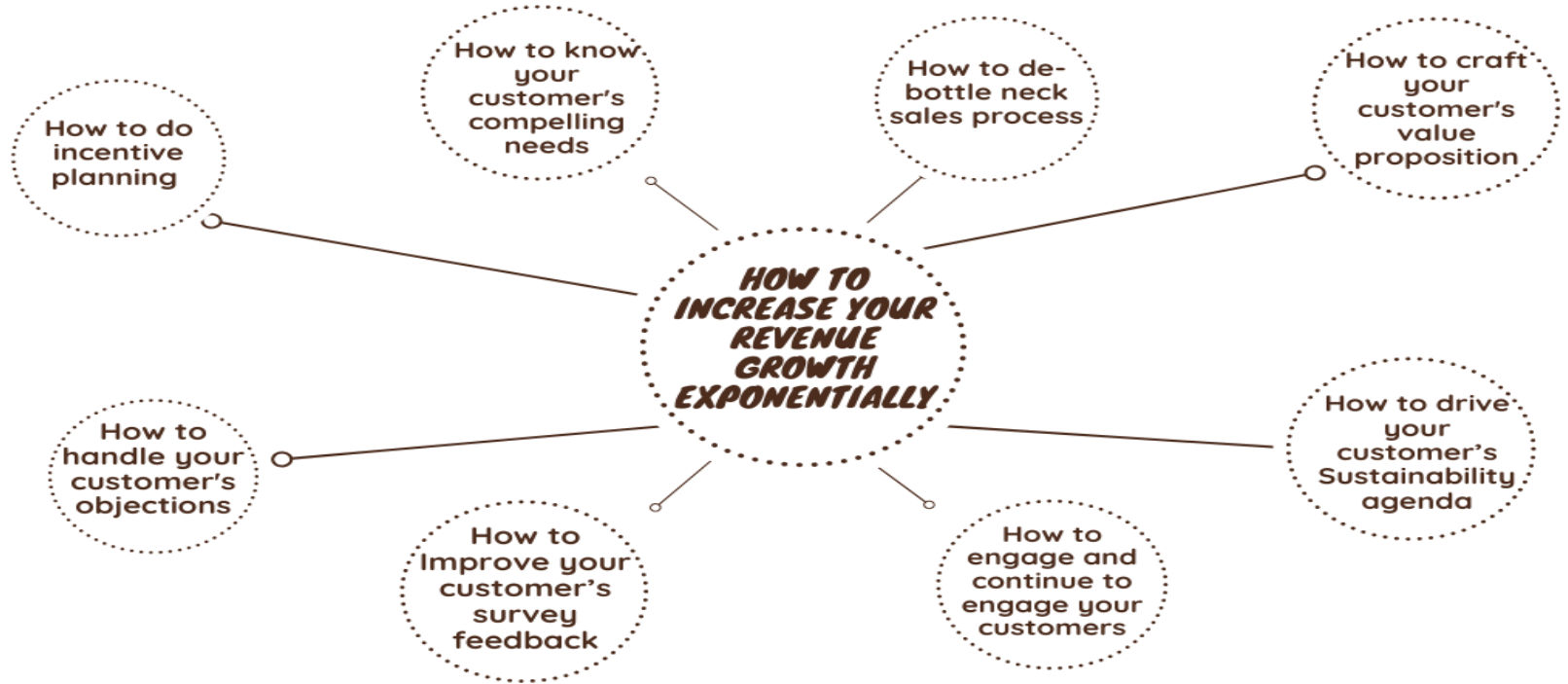
Incentive Planning

A multi rater B2B customer feedback tool

An integrated online Training



## Factors addressed in training





# Handling Objections

Your deliveries are always late

You are too rigid in policies

Your credit terms are not good

I always speak to a different person!

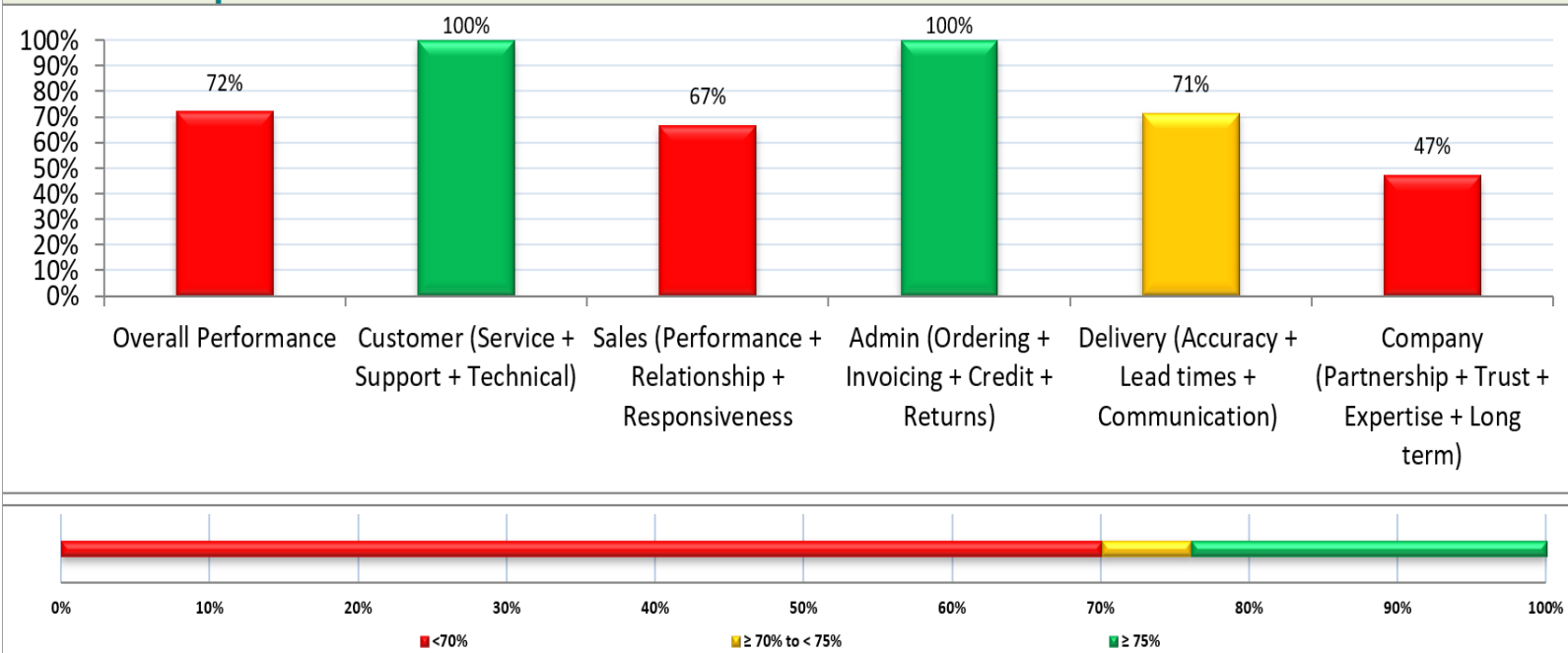
You have an unreliable service

Your price is higher



# B2B multi rater customer survey sample report on what's important

## Moment of Truth IGI FSI's Report





## Investment Required

125,000 PKR per person excluding taxes

Minimum 10 participants.

Maximum 100 survey feeds

50% mobilization advance required

187, Ali Institute of Education, First Floor, Main Ferozpur Road Lahore – 54000, Pakistan.

Ph: +924235465928-30

Email: [info@igifsi.com](mailto:info@igifsi.com)

Website: [www.igifsi.com](http://www.igifsi.com)