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## Retail Shoes Training Manual

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

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separate us from any other retail store in the world. This section is

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

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feedback. Using apps in gamification training allows ...

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