

How to Close a Sale

Overview

Stop wasting golden opportunities; do not let sales from qualified customers slip away. This seminar focuses on the final stage of the selling process which is closing. Closing the sale is the most crucial part of the selling process as you have already invested time and effort on the client. Knowing the right way to close will turn an ordinary sales person into a master closer.

Objectives

- * To learn client buying behaviour
- * To learn how to close a deal
- * To learn how to out close competitors
- * To ultimately achieve sales goals/targets

Who Should Participate

- * Sales people (real estate agents, insurance agents, direct selling agents)
- * Sales supervisors and managers
- * Store managers
- * Sales staff / personnel
- * Small and medium business owners

Key Topics

- I. How to prepare to be a closing master
 - a. Personal preparation - traits that every sales person should develop
 - b. Significance of product knowledge and how to use it appropriately
- II. Choosing the right location for a business presentation
- III. The importance of right approach and timing in closing
 - a. How to have meaningful conversation with your clients
 - b. How to bring up your business in a casual conversation
 - c. Body language signs of effective communication
 - d. Sales indicators
- IV. Trial closing to induce and detect buying signals.
- V. Tips you must not overlook while closing
- VI. Formula to overcome objections to closing the sale
- VII. Closing techniques
- VIII. Ways to ask for referrals
- IX. How to close sales during tough times
- X. Common mistakes salespeople make in closing

Reserve now! Call us at:

Tel. (02) 727.56.28 / (02) 225.66.16 / (02) 225.73.47 /
(02) 727.88.60

Mobile Numbers: Globe: 0915-205-0133 / Smart: 0908-342-3162 /
Sun: 0933-584-7266

Website: www.businesscoachphil.com



Time

- * 9:00 am - 4:00 pm

Venue

- * Unit 201 Richbelt Tower,
17 Annapolis St.,
Greenhills, San Juan City,
Metro Manila

Schedule

- * Please check our website, or you may call any of our customer representatives.
- * Schedule may change without prior notice. Please call to confirm. BusinessCoach, Inc. is not liable for any expense incurred by seminar registrant resulting from cancellation of any of our events.

Seminar Fee

- * Php 3,000.00 per person (inclusive of snacks, lunch, seminar kit, handouts, certificate of attendance)

Discount

- * 10% Discount if FULL AMOUNT is paid at least five (5) banking days before the event.

Reservation

- * Please call to register, or use the registration form below. Kindly fill-out, and send to us through fax (727.8860 or 727.5628) or email. You will receive a confirmation within 48 hours.

Mode of Payment

- * Deposit payment at Banco de Oro, Savings Account Name: BusinessCoach, Inc. Then kindly fax or email deposit slip (indicate name of participant and seminar title) to confirm reservation.
- * On-site payment (CASH only)
- * Company checks are accepted, provided that they are received at least five (5) banking days before the event.

Register Now! (limited slots available)

Seminar Title _____

Date _____

Name of Participant _____

Nickname _____

Company Name _____

Address _____

TIN _____

Contact Person _____

Position _____

Contact Number _____

Fax _____

Email Address _____

(You may use a separate sheet for additional registrations)

*Kindly fax to (02) 727.5628 or (02) 727.8860, or email form to businesscoachphil@gmail.com