

WEBINAR: Closing Sales



Overview

You have made the effort to convince prospects for your products and/or services. Then, you have the opportunity of securing a meeting. You listened, overcame objections, and explained the benefits to your customers. Now, it's time for the close—the make-or-break moment in the sales process. Knowing the right closing technique will help you reach your sales goals. However, not all sales closes are the same. Some fit certain selling situations better than others. That's why salespeople need to be equipped with a set of proven selling and closing techniques adaptable to any situation.

Objectives

At the end of the session, participants:

- will be able to learn the sales cycle that can lead to more sales opportunities
- will be able to practice sales techniques to make prospects decide to your advantage and create long term relationship

Who Should Participate

- Sales Professionals
- Business People
- Online Sellers

Key Topics

- I. Closing a sale effectively
- II. Overcoming objections
- III. Creating the second sale
- IV. Workshop

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Mobile Numbers: Globe: 0915-205-0133 / Smart: 0908-342-3162

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Website: www.businesscoachphil.com

Duration

- 3 hours

Webinar Fee

- Php 1,750.00 per participant (inclusive of e-Handouts and e-Certificate) to be paid at least 3 banking days before the event

Requirements

- Mobile phone, tablet, computer or laptop
- Download free ZOOM app
- Internet connection
- Good audio connection

Reservation

- Please call to register (0915.205.0133|0908.342.3162 | 0933.584.7266| (02) 8.727.5628) or use the registration form below. Kindly fill-out and email to businesscoachphil@gmail.com. You will receive a confirmation within 48 hours.

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