

Verkaufstraining

Responding to Objections & Closing the Sale

Präsenzseminar

Workshop to Respond to Objections & Closing the Sale

Trainingsinhalte:

At this session learn how to: Keep your sale from stalling How to Stay Connected with a prospect during and objection Key Human Relation Principles to better engage a prospect when they have an objection Know the best time to respond to the objections Know the Methods for closing the sale and more.

Nutzen des Trainings:

Learning how and why to respond to objections can make our career.

Ziele, die Sie mit dem Training erreichen werden:

Write more business