

Sales Training

# Responding to Objections & Closing the Sale

In-Person

Workshop to Respond to Objections & Closing the Sale

## **Wat je zal leren**

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.

## **Waarom je het wil leren**

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

## **Hoe het je zal helpen**

Write more business