

Results:

1. Implementation of a methodology to close sales effectively, increase close rates, and expand income.
2. Application of a strategy to make your prospects anticipate the results of the offer and positively perceive how they will feel after using the solution (product or service).
3. Application of theories that will focus attention on accurately identifying the gap between the clients' current and future situations, in order to build confidence in the proposed solutions.
4. Creation of key questions to neutralize objections, development of a sales metrics system and action plan to ensure the fulfillment of all sales objectives.

Includes:

- + 8 hours of workshop.
- + Follow-up on established action plans using project management methodology.
- + Two post-workshop follow-up sessions to answer questions, review materials, and address any particular issues participants have (two-weeks and four-weeks after the workshops).
- + Electronic copies of the presentation materials and work manual (Printed copies not included).
- + Certificate of completion with objectives achieved.

