

Overcoming Objections to Nail the Sale

COURSE OVERVIEW

If you are like most sales professionals, you are always looking for ways to overcome customer objections and close the sale.

This workshop will help you to work through objections effectively.

We will help you plan and prepare for objections so that you can address customer concerns, reduce the number of objections you encounter, and improve your averages at closing sales.

KEY SUBJECT AREAS

- Building credibility
- Your competition
- Critical communication and observation skills
- Handling customer complaints
- Overcoming and handling objections
- Pricing issues
- How can teamwork help me?
- Buying signals
- Closing the sale

LEARNING OUTCOMES

This workshop will enable the participant to:

- Steps that they can take to build credibility.
- How to identify the objections that they encounter most frequently.
- How to develop appropriate responses when prospective buyers throw a curveball.
- Ways to disarm objections with proven rebuttals that get the sale back on track.
- How to recognize when a prospect is ready to buy.
- How working with their sales team can help them succeed.

*Build your credibility
and learn ways to
disarm objections
and get your sales
record back on track.*

Duration: 1 Day

Unique features

The Overcoming Objections to Nail the Sale Workshop is designed to meet current market trends.

- Professional facilitators use the most up to date accelerated learning techniques.
- An interactive, relaxed atmosphere with real world examples.
- Modern presentation methods using audio and visual presentations.

Who should attend?

If you are like most sales professionals, you are always looking for ways to overcome customer objections and close the sale.

Includes...

- Resource material & workbook.
- Training 101 Certificate
- Quick reference guide.

Contact us for more information
or to register on a workshop:

P: 0800 801 233