

# STRATEGIES TO CLOSE A SALES CALL

“It comes in three sizes:  
Large, Giant and Super.  
I gave You the smaller size- Large.”  
by Anon



## Key Training Topics

### An sketchy introduction to the art of closing the sales call.

- The roadmap that takes the Sales Person, step-by-step through the entire sales process.
- The critical situation of when and how to close a sales with affirmations.
- To obtain progressive endorsements that's results to close the sales conversation.

### Let's Close the call

- What are buying signals?
- Identifying and eliminating obstacles to closing a sales call.
- Illustrated closing techniques and their implications.
- Preparing one's close style using best suit techniques.
- Conquer the possibilities of committing mistakes while closing the sale

Venue:  
**Kinnesqui** training  
centre

Duration: 4 hours



**Kinnesqui**

Connecting body, mind & soul  
A division of TQMS

## Training Objectives

- To develop an awareness of sales closing techniques.
- To evaluate the impact of closing technique on the sales process.
- To identify the influencing roles which Sales Professionals execute while interacting with customers.

## Delegates will be able to

- Differentiate between the old mentality of selling and today's more effective relationship-oriented approach.
- Assess self on various sales closing techniques.
- Identify the prerequisites for closing a sale.
- Create a environment for moving forward towards a positive close.
- More effectively "ask" for the order.

## Contact us at

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