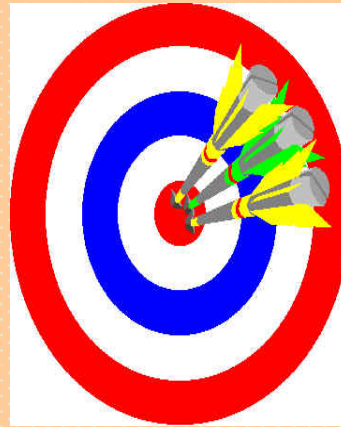


STRATEGIES TO CLOSE A SALES CALL

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



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.

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

**Investments: Rs. 1500/-
plus Service Tax**

*The above cost includes
Professional training
Reference material
Breakfast/ Hi-Teas*

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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Kinnesqui

*Connecting body, mind & soul
A division of TQMS*