



ADVANCED CLOSING

Closing more sales. Quicker.



COURSE DESCRIPTION

Closing is something that you're doing for the client, not to the client. Unfortunately, too many presentations end with no clear direction. Most sales professionals have just one way to close a deal. It's important to master a range of closing techniques, as each client and selling situation is different.

WHAT YOU WILL LEARN

BEGINNING WITH THE END IN MIND

During the discovery stage, your reps will learn what problem they are trying to solve. In this course, we cover how to have each presentation lead towards solving the client's issue and winning the business.

STEPS TO CLOSE A CLIENT

Sometimes reps aren't closing the opportunity. They're just trying to move closer to it. Advanced Closing Techniques gives you the knowledge needed to know the steps required to close each client.

THE CLASSICS

We put a new spin on each of the three classic closes to make each of them sound more genuine. These three classics have stood the test of time because they're effective, and even more so now with our own twist.

THE POWER OF LEGITIMACY CLOSE

Your reps will learn techniques to shorten the time it takes to receive a yes. Learning to do a lot of the work ahead of time, they'll document and work from the ground up. Deals can often be closed off due to proper preparation.

THE CHALLENGING CLOSE

Well prepared and framed challenge statements allow you to ask or state the market intelligence, data and facts necessary to get the prospect to step back and reconsider when you feel as if you are losing them.

WHO SHOULD TAKE THIS COURSE

This course is designed for all individuals, regardless of what their level might be, who are looking for further training into a wide variety of closing techniques. Additionally, for sales professionals who are ready to take their career to the next level. Our word-by-word role-play sessions with take reps from knowing only a few ways to try to close a deal, to mastering the delivery of several. These techniques can be taken and used starting right away.

