



## Closing the Sale Training

Completing the sale is a very rewarding task for any sales professional and by extension, the entire company. For the former, it means a possible crisis has been definitively averted, even more leads, and therefore greater morale in general. For the latter, it means more profits and greater customer numbers or subscribers. With this in mind, it can be said that the possibilities a single sales pitch can offer is limitless. However, it can also be very difficult. After all, professionals have to deal with that chronic fear of the occasional irate customer. Aside from that, they also need to worry about how cater their very language and explanations to their palate, which can be quite difficult due to the many differences between every human being. However, there are various ways to not only mitigate the difficulty, but even eliminate these problems in their entirety, allowing both employee and company to enjoy nearly boundless success in the free market. Accordingly, our training course will cover topics such as body language, self-help techniques, questioning techniques and communication strategies. All of these techniques have allowed-- and will continue to allow professionals a potent and competitive edge in the free market.

## **Course Overview**

The first part of the day will be spent getting to know the participants and discussing the workshop. Students will have the opportunity to identify their learning goals.

### **At the end of this workshop, participants can:**

- Develop motivation.
- Established proper body language techniques.
- Learn good questioning techniques.
- Develop effective communication strategies.

## **Motivation**

In this session, participants will learn motivational techniques so they'll become motivated enough to reel in several customers at a time without fail, fear or worry.

## **Body Language Techniques**

This session will be explaining the importance of body language, how to use the right body language to appeal to any customer at any situation, and how to read body language for more dynamic conversations.

## **Questioning Techniques**

In this session, participants will learn the importance of establishing good questioning techniques as it will ensure access to greater amounts of information.

## **Communication Strategies**

During this session, participants are guaranteed to smile with the knowledge that they can persuade even the most irate and unreasonable customers.

## **Workshop Wrap-Up**

At the end of the course, students will have an opportunity to ask questions and fill out an action plan.

Visit <https://paramounttraining.com.au> for more information or call 1300 810 725