

## Essential Closing Strategies

**Instructor: Meredith Oliver**

Build your sales results with proven closing strategies. Learn how to minimize common objections and win the confidence of prospective customers. This course provides participants with an opportunity to practice, drill, and rehearse the key words and phrases appropriate in a range of sales situations. Through realistic simulations, future sales leaders learn how to win over buyers.

**Graduates of this course will be able to:**

- ▶ State reasons why many sales people never become master closers.
- ▶ Identify reasons why customers raise objections.
- ▶ Describe the six steps to minimizing objections.
- ▶ Create believable and understandable answers to six common objections.
- ▶ Use personalized SmartSellingSM techniques in simulated closing situations..

**Designation Credit:** MCSP

**Continuing Education Credit:** CGA, CSP, CGB, CGP, CGR, CSP, CMP, GMB, GMR, MCSP, MIRM



**May 18, 2012**  
**9:00am – 5:00pm**

**5580 Centerview Dr**  
**#115**  
**Raleigh, NC 27606**

**Members: \$200**  
**Non-Members: \$250**

## Register me for **Essential Closing Strategies**

Member: \$200 Non-member: \$250  
Includes student materials, snacks and drinks.  
Lunch is not provided.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

E-mail: \_\_\_\_\_

Phone: \_\_\_\_\_

FAX: \_\_\_\_\_

**Amt due:** \_\_\_\_\_

Method of Pmt:  Check  Master Chg/VISA

MC/VISA #: \_\_\_\_\_ Exp Date: \_\_\_\_\_

V# (3 digit # on back of card): \_\_\_\_\_ Zip Code \_\_\_\_\_

Billing Street Address: \_\_\_\_\_

*Fee must be paid in advance. You must cancel at least 1 week before the first day of class to receive a refund. Any cancellation after that date (or no-shows) will be charged the full amount of the class.*

For more information, contact Judy @ (919) 232-5882. (Fax: 919-233-2036)

**THIS IS YOUR INVOICE.**

