

Overcoming Objections & Sales Closing Techniques.

Closing More Sales

Now



- ***This course will help you to work through sales objections effectively.***
- ***We will help you plan and prepare for objections so that you can address customer concerns, reduce the number of objections you encounter, and improve your averages at closing sales.***

Overall Aim



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- **Identify the steps you can take to build your credibility.**
- **Identify the objections that you encounter most frequently.**
- **Develop appropriate responses when prospective buyers take you into curves.**
- **Learn ways to disarm objections with proven rebuttals closing Techniques (24) that get the sale back on track.**
- **Learn how to recognize when a prospect is ready to buy.**