

Suggestive Selling

Duration: 1 Day

This course builds on the fundamentals of Sales Skills: Basic. In this course, delegates learn how to build relationships with clients, help clients envision their needs, negotiate to meet the identified needs. Delegates will also close a sale and follow up after the sale.

Gaining Customer Commitment

- Building relationships
- Demonstrating the need
- Satisfying the need

Effectively Closing a Sale

- Demonstrating the benefits
- Confirming commitment
- Closing the sale and following up