



Workshops, Coachings und
Assessments

+ SPECIALS

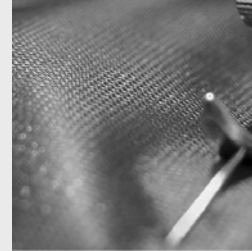
ANALYSIS

SALES

COMMUNICATION

LEADERSHIP

PERSONALITY



Professional Closing

**Making Fast and
Secure Contracts**

Content

Making a binding contract marks the successful seller. It demands the right attitude, an excellent preparation and the crucial contract questions at the optimal time.

Closing made easy:

Basics, attitude, preparation, phases in the selling process, recognising and winning over a resistant buyer, optimising customer pressure, buying signals, contract techniques, the right moment, authentic "suffering/complaint", the art of silence, handling tensions, concurrent deals, errors in making a contract, guide to successful selling

Advantages

- Speed up deals in negotiating sales
- Interpret the buyer's signals faster
- Improved marketing rhetoric
- Deal with objections confidently
- Increased self-confidence

Methods

Workshop, role simulation with video feedback

Duration

2 days for 6-12 participants