

SALES FUNDAMENTALS

This workshop will equip you with a basic sales process, plus some basic sales tools, that you can use to seal the deal, no matter what the size of the sale.

Topics include:

- ✓ Understanding the Talk
- ✓ Getting Prepared to Make the Call
- ✓ Creative Openings
- ✓ Making Your Pitch
- ✓ Handling Objections
- ✓ Sealing the Deal
- ✓ Following Up
- ✓ Setting Goals
- ✓ Managing Your Data
- ✓ Using a Prospect Board



Director: Carl Miller
Contact: 021-557 3896/082 920 5363
Email: carl@ascending.co.za Website: www.ascending.co.za