

# ***Closing Sales***

## Online Learning Journey Description

Realistic simulations, short videos, practical tools

***Closing Sales*** teaches sales reps to close sales faster with less discounting

### **Topics Covered:**

- ☐ *Understanding the customer's buying process*
- ☐ *Presenting your offer persuasively*
- ☐ *Negotiating a package*
- ☐ *Handling buyer negotiation tactics*

**Skills Included:** Listening, Questioning, Presenting, Negotiating



[contact@revenueml.com](mailto:contact@revenueml.com)



## Learning Objectives

### ***Participants learn to:***

1. Influence customer decision-making in your favor
2. Communicate your offer persuasively
3. Overcome buyer objections and negotiation tactics
4. Sell the buyer on your highest value package