

## **Closing Techniques That Work**

This program will help you to use your relationship selling skills to close the sale. Participants will learn how to negotiate and when to close the sale. Through this course and continued practice, you will acquire effective skills in closing the sale.

### **Program Content:**

#### **What Does it Mean to Close?**

- What is Closing?
- When Do You Close?

#### **Closing Methods**

- Know Your Stuff
- Negotiation
- Overcoming the Fear of Rejection

#### **Strategy**