



The 10 Deadly Sins of Sales

Overview of the Program

- By understanding the sales process, you will engage better prospects, close more clients, and remove doubt and fear from your sales funnel.
- Take the guesswork out of your sales process.
- Techniques have been proven in all industries, in companies of all stages, and by owners of all experience levels.
- Facilitated by a proven business development coach that has extensive experience in building companies
- Great for both service and product based companies and professionals.
- Guaranteed to work or your money back.

Whether you like it or not, as a business owner, you are selling every minute you are working.

Many business owners have developed their own model of selling to clients which may or may not work, depending on the prospect. There are certain techniques that derail the sales process and others that keep them on track. Knowing the difference will build your bottom line and your business. If you think you could be closing more deals and not sure why you aren't this session is a must.

In this seminar, we will discuss the 10 most common mistakes professionals make when selling and offer solutions on how you and your staff can avoid these missteps and in turn take the emotion out of the process and focus on the transaction, professionally, objectively, and with a positive result.

"Incremental and planned efforts create measurable and exponential results."



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