

## **Core Selling Skills**

### **Here is what we cover:**

- Building Instant Rapport in 10 Seconds or Less
- How to Pre-qualify Hard to Sell Easy
- Identify Who Your “A” Leads Are
- Deliver a Dynamic Presentation
- Become a Master of Objection Handling and Closing
- 7 Hour Course

Now that you’ve discovered your Behavioral Style and are beginning to understand D.I.S.C., Core Selling Skills is the next step toward mastery. This the **“PROCESS.”**

Behavior Style Selling is a pre-requisite to Core Selling Skills and should be taken within 60 days of completing Behavior Style Selling



### **Rich Rudnick, *Head Sales Coach /Trainer***

Rich, the mastermind behind The Smart Sales Solution™ process, has a stellar track record of motivating others to achieving their highest potentials. Over 34 years, his experience ranges from his own highly successful sales career, to building sales teams and systems from the ground up for a variety of organizations. For Rich, the real bottom line is about people; he loves to impact lives and make a difference, one person at a time.

***For More  
Information***

**Call Smart Sales Solutions™**

**877-735-7678**

**www.smartsalessolutions.com**