



Mastering Objections/Closing the Sale

In this fun, fast paced 90 minute webinar, you will learn:

- The **difference** between an **Objection** and a **Condition**.
- 4 steps to **Overcoming** the **Fear** of Receiving **Objections**.
- The Art of **Overcoming Objections**.
- **Closing the Sale** and the **closing questions to ask**.
You will receive objections throughout the entire sales process. If you are not ready in advance, you will be stopped in your tracks and the sale is over. Most are one to two questions away from making a sale and don't realize it.

Share your toughest objections and try and **Stump the Trainer**.

If you share an objection the trainer cannot overcome- your money will be refunded!

Includes: Training Materials, Scripts and Tools

Master objections and close more sales. You can never be too good in this skill set.
Register today!



Your Instructor: Rich Rudnick, 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 40 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.

**To
Register...**

Call Smart Sales Solutions™

877-735-7678

www.smartsalessolutions.com

Please provide credit card number for all class reservations.