

Close the deal even with the most difficult client



Big Time Selling

Target Audience:
Loan Officers, Cashiers, Branch Managers, Tellers,
Real Estate Agents, Insurance Counselors,
Pre-need Specialists, Sales Reps, Account Officers

The "Big Time Selling" program aims to:

Reinforce officers and staff on how to deal with potential clients from prospecting, all the way to closing the sales transaction

Provide participants the necessary tools needed to project an image of a winner when engaging with prospective clients

Help officers and staff practice managing client accounts



Day One

Openers	Opening Address, Leveling of Expectations Program Norms, Realities, Methodologies
Who Am I	Understanding the Selling role in your organization What are my responsibilities
Knowing the Arena	Personal and Corporate Buying Processes The Sales Cycle
Let's Talk	Components of Effective Communication Becoming a better listener
Profiling The Target	Client qualities Identifying Client Types What the Client wants in your bank When I was a Client
The Interaction	Knowing what to ask The Open-ended Questioning The Questioning Tool The Art of Suggesting Solutions Practicing Paraphrasing The Nice No to a client

Day Two

On the Lookout	Knowing Buyer Response Modes Identifying Buying Signals Recognizing danger signals
The Turnaround	Kinds of Objections Objection Words to Watch Handling objections in style The Art of Timing in handling objections
First Things First	Yes I Close the Deal! Closing Defined Failures in Closing
Power to Close	Kinds of Closing The client just can't afford it Knowing When to Stop Talking Knowing when to say that Killer Statement When To Stop Closing

For more information, call Prospectus at:

(02) 687-1014

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Knowledge within reach.

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