

Are They Really a Prospect?

Your prospect's capacity to invest time, money and resources to make a change is critical when determining if they really are a qualified prospect. Too often salespeople are faced with investment or money objections at the time of presentation because they have not asked these important questions about budget and timing. This workshop will help salespeople become more effective and confident in this important stage of the sales process so that they can shorten the sales cycle and eliminate stalls and "think it overs" at presentation time.

In this session, participants will learn:

- What is getting in the way of your gaining more commitments from prospects
- Specific questioning techniques to uncover your prospect's commitment to find the time, money and resources to make a change
- Why it is essential that you have the money discussion before presenting any of your solutions and how to have that dialog with your prospect

Want more information?

Call us at (877) 635-5371, ask for Jeni or email: jeni@anthonycoletraining.com



©ACTGLLC 2018-2020