

Avoid the initial drought that has killed many promising new sales careers.

Attend

Making Sales: How to Jump Start Your Selling Career

And spend two intensive days practicing closing business. This unique seminar focuses exclusively on the selling process from getting appointments to closing deals.



For more information or to register,
visit us at www.dalecarnegie.com

No time management,
no profiling,
no territory planning – just selling

Making Sales: How to Jump Start Your Selling Career

“Nothing succeeds like success” and right now – for you – that means making sales. You need to get a few “wins” under your belt. You need to taste success and understand how great it feels to land a few. You can worry about the important extras of salesmanship – like time and territory management – after you make some sales.

That’s why *Making Sales: How to Jump Start Your Selling Career* focuses exclusively on the actual sales process itself. From the moment you walk into the program you are put into practice selling situations. You start with creating initial communications that get appointments.

Next you structure interviews that uncover a prospect’s primary interests. You’ll learn to craft solutions that appeal to buyer motives. On day two you’ll practice trial closings on the other salespeople in the room. You’ll be shown proven ways to overcome objections, gain commitment and make the sale.

This is a hands on workshop. You will constantly practice and polish the techniques you are learning. At the end of the workshop you will make a final sales presentation that will be videotaped. The video is yours to keep as a tool you can refer to over and over again.

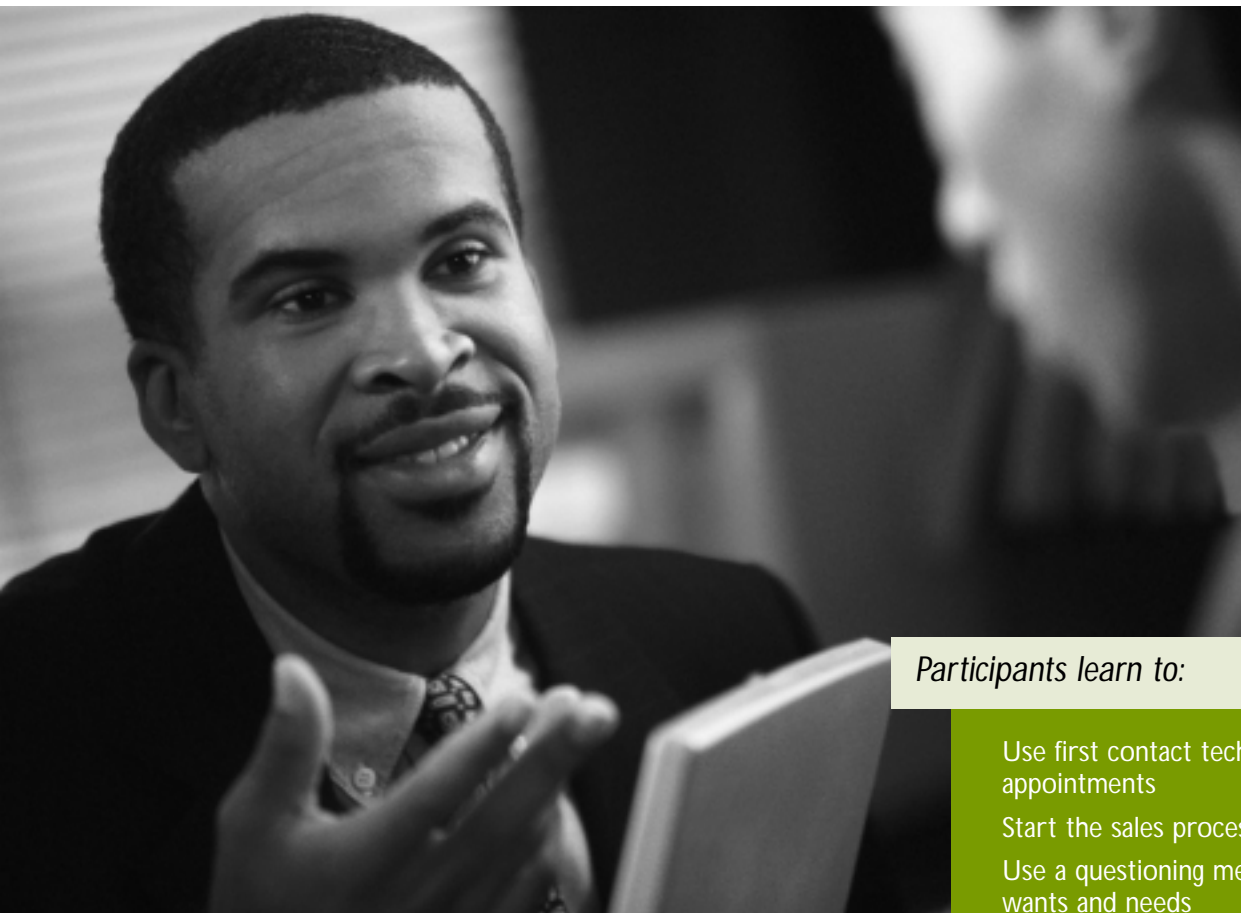
A career in sales can be tremendously rewarding. The key to success is confidence – the confidence that can only come from actually making a few sales quickly. Start your sales career off on the right foot. Spend two days at this intense workshop and get the basic tools you need to sell like a pro.

At this workshop you will learn how to:

- Understand and apply a proven selling process
- Open doors and get in front of prospects
- Ask the right questions to appeal to logic and emotion
- Present compelling solutions
- Gain commitments
- Overcome objections
- Ask for the order – and get it

Who should attend:

New sales people, candidates for sales positions and sales managers looking to reinforce the training back on the job.



Close more sales your first week back on the job

Participants learn to:

- Use first contact techniques that get appointments
- Start the sales process in the initial meeting
- Use a questioning method that uncovers real wants and needs
- Listen between the lines for positive or negative buying signals
- Ask Key questions or Clarifying questions to keep the sales process moving
- Prioritize a prospect's primary interests
- Sell into buyer motives
- Tailor your company's capability statement to fit the situation
- Build a solution that zeros in on a client's real need
- Recognize when and how to use various trial closes
- Create commitment
- Employ proven ways to overcome objections
- Present your solution in a way that moves the prospect from "maybe" to "yes"

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Making Sales: How to Jump Start Your Selling Career

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