



## The Power of Positive Closing Techniques The Art of Getting to Yes!

### Guiding Thought

Helping people make the decisions they want but are not capable of making on their own.

### Purpose of the Session

Each of us is involved in helping people to make decisions! Whether as a sales person, a parent, or a leader, our effectiveness lies in our ability to help people to get to yes! This dynamic and fast-paced program challenges the participants in the creation of new paradigms on creating an environment of trust and helping to see their clients as partners. It is more than just a sale, it's creating win/win situations.

### Some of the Information Covered in This Session

- Negotiation as a process
- Attitudes and how they affect negotiations
- The use of words and their impact
- 20 Power Closes

### Benefits of the Program

#### To the individual

- Understanding the selling process
- Increased self confidence
- Increased production
- Improved communication skills

#### To the Company

- Increased overall productivity
- Improved sales morale
- Return customers

"The best way to predict your future is to create it"  
Stephen R. Covey

#### **Time Requirement**

1.5 to 4 hours

#### **Suggested Audience**

Entire Company

#### **Program Position**

Sales Rally  
Training Sessions