



“CLOSE THE SALE” TRAINING PROGRAM

**WESTERN SYDNEY
BUSINESS CENTRE**

Close the Sale' is a two-month program designed to help you learn new sales skills, test them in the workplace, refine them with an experienced sales professional, change your behaviour, and enjoy your sales success.

Program Details

Date

Six Sessions, commencing Thursday 28th April

Session Dates: Thursday 28th April
Thursday 12th May
Thursday 26th May
Thursday 9th June
Thursday 16th June
Thursday 30th June

Time

9:00am – 12:30am (3.5 hour sessions)

Venue

BLACKTOWN - Max Webber Library, Corner
Flushcombe Road & Alpha Street, Blacktown

Cost

\$200 per person

Western Sydney Business Centre and the NSW Small Biz Connect Program are subsidising \$1,450pp, bringing the value of this program to \$1,650 per person.

Bookings

Please phone our head office on 02 4721 5011

Payment is required to be made in full in advance. Booking will only be confirmed once payment is received.

Program Overview

Develop an Effective Sales Plan

Telephone Appointment Qualifying Plan and Strategy

Effective Management of Questions and Objections via email, phone and face to face communications.

Telephone Plan 'Role Playing' Implementation

Develop a Face to Face Appointment Strategy

Face to Face 'Role Playing' Implementation

Offsite Support for each of the six workshops

Program Facilitator

VANESSA VAN WYK



Vanessa has over 20 years of experience in the art of sales and marketing. She has been responsible for directing organisational strategies and alliances for market growth both at strategic and operational levels.

Vanessa has been delivering workshops on the behalf of the Centre for the past 8 years. Her energetic and vibrant personality promotes an enjoyable and interactive training atmosphere.

