

02 Making a Deal

Saturday, February 18, 2017

4.30 p.m. to 7.30 p.m.

We may be very good at research before we sell anything. We may be extremely good at presentation and sales talk. We may be thorough when it comes to dazzling the customer with great product features.

But we develop cold feet when faced with the idea of closing the deal. All kinds of fear, excuses and obstacles rise to prevent the deal from taking place.

But if the deal is not made what use is all the preparation or the presentation?

How does one “deal” with such a situation?

Help is available in the form of Coach **Achal Rangaswamy**. He has skillfully guided many leading brands and sales team spanning various industries and customer segments. He has helped not only salespersons but also students, job seekers, prospective tenants and even sellers of unusual ideas close deals easily and happily. He helps them discover joy while selling.

The modules that will be covered are :

- How to handle FEAR of Closing?
- How to make the customer ASK for the deal?
- How to identify which specific technique to use?
- WIN – WIN ideas for all.
- Making friends out of strangers.
- Continued Customers.

Fee:

Rs.700/- per person

(Towards programme fee and refreshment).



SALES EXCELLENCE SATURDAY PROGRAMMES

4.30 p.m. to 7.30 p.m.

Prog. 1 : Meeting the Customer

Saturday, February 11, 2017

Prog. 2 : Making a Deal

Saturday, February 18, 2017

Prog. 3. : The Top 7 Qualities for Sales Success

Saturday, February 25, 2017

REGISTRATION FORM

Please fill-in and return this form along with participation fee to :

Ahmedabad Management Association

AMA Complex, ATIRA Campus, Ahmedabad 380015.

Phone: 079-26308601-5 • Mobile: 9537407187, 7069940917

Fax: 079-26305692

E-mail: ama@amaindia.org • Website: www.amaindia.org

Android Mobile App: AMA-Ahmedabad amaIndia.org

Cheque should be drawn in favour of

"Ahmedabad Management Association".

Name(s)

Programme Number

1.

2.

Address:

Telephone(s):

Fax:

E-mail:

Date:

Signature