

Atassh Consultants.

Knowledge Process House. Since 1991

Office No.4, Above Dr. Gupta's Clinic, S. S. Amrutwar Lane, Opp. Gate No.1 of Shreeram Mills (Reliance Office),
Ganpatrao Kadam Marg. Lower Parel West. Mumbai 400 013. Tel: 2491 8484, 2491 8989. Fax: 2491 8900.
Helpline: 98700 00111, 98700 00222

Web Site: www.atassh.com E-Mail: atassh@rediffmail.com, finance@atassh.com, training@atassh.com

Module: PERFECT SALES PRESENTATION

Program duration 4 days

1. Do your homework **BEFORE** the Presentation.
2. Getting past the **GATEKEEPER** on the telephone.
3. **CREATING** initial **INTEREST**.
4. The **FACT-FINDING** session.
5. **PRESENTING** the product.
6. **CONTROLLING** the sale.
7. **ASSUMING** the sale.
8. **OVERCOMING** objections.
9. **CLOSING** the sale.
10. **SERVICING** the customer.