



Apply the 8 strategies to overcome sales rejections and make more sales

- i. Learn how to close sales*
- ii. Secrets of closing deals*
- iii. How to overcome objections*
- iv. Get more referrals and client retention*
- v. Empower your agents to increase production on a small budget*
- vi. The 8 steps of closing sales*
- vii. How to build a pipeline revenue*
- viii. 50 Way of The Guerrilla Sales Weapons, how and when to del*

You have made the right decision to enroll for this course.

It will not only help you become the best executive, it will transform your career. The Way of Guerrilla sales skills works for any person selling anything regardless of the sector. You get a proven process and mindset to master the art of selling.

I have been there and done it all. I will teach you how to understand your product,

Join me in an exciting journey that will transform your ordinary sales job into a successful stable and fulfilling career. Selling newspaper ads, TV or Radio spots, insurance products, banking products or making a pitch to have someone hire you?

This is the ultimate training you need.

You want to make more sales on a small budget. You want to not only get people interested in your products and services, but to actually buy. Whether you are a seasoned sales person or an upcoming one, this course will change the way you sell and bring more money on the table.

This course is ideal for:

- Managers and salespersons
 - Entrepreneurs interested in succeeding
- The training is practical and face to face.

The 8 steps to selling services and products

- 1) Understanding the product or service
- 2) Profiling the ideal customer
- 3) Establishing the customer's pain points, worries, challenges so as to know exactly what they want and when they want it

- 4) Making contact – how to reach the real buyer and positioning yourself as the best provider. The 50 most powerful #WayofTheGuerrilla weapons, how and when to deploy them for maximum impact
- 5) The first interaction – how to break the ice and get along
- 6) Possible objections and how to overcome them
- 7) How to close a sale
- 8) Customer follow up

Ongoing customer engagement

1. For in-company training, contact:

Ronald Ojilong on +256776070487 or email: ecommerce@summitcl.com

2. For a free sales resource, visit:

www.summitcl.com/events/way-of-the-guerilla-sales-workshop

3. To register for our upcoming training, visit

www.exec.summitcl.com/executive_managers/way-of-the-guerilla-sales-workshop