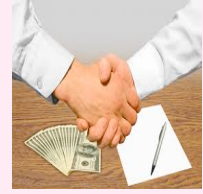


# Ray Leone: Closing skills



**Target Group** Managers, Sales people, Account managers

**Expected outcome** After the training you will be able to continue being in the lead and stay in control of the sales situation. Closing taps into your own discipline and perseverance abilities and you will be equipped with enough insights (Process-wise) and techniques and tools (Content-wise) to master the final stage of the Sales Funnel. Right after the workshop you will be able to apply those sales master tricks in the field.

**About me?**

- > Very often when I got a yes, the real closing still “hangs” and I think it’s hard to keep a grip on what’s going on.
- > I think it is hard to finalise and close, because I’m not able to meet Charlie.
- > I would like to get some tools and techniques to get a grip on the process and go towards the dream fulfilment step and close deals more effectively

**Content**

- > How do I get to the real close?
- > How do I keep a grip on the situation?
- > What options do I have when it goes beyond my control?
- > Interactive debate and discussion

**Competencies**

Pro-activity	Self-assurance
Perseverance	Decisiveness
Care	Courage

**Approach**

 Personal		 Debate and discussion	●
 Interactive	●	 Buddy coaching	
 Game or case	●	 Personal feedback	●
 Action learning		 Voluntary assessment	