

Dear Valued Client,

Greetings from Business Maker Academy, Inc.----a training center for business, finance, human resources & leadership that has served more than 150,000 clients since 2003 and is an accredited learning institution of the Civil Service Commission (CSC) & PHILGEPS.

You are cordially invited you to attend our training program on:

SALES TRAINING: PROBING, NEGOTIATIONS & CLOSING

Date: _____
Time: _____

Attached below are the Registration Form & the Course Brochure. We look forward to a fun and rewarding learning experience with you. Feel free to contact us for any questions or clarifications.

Thank you very much,
BMA Management

REGISTRATION FORM

Please submit via: Email to info@businessmaker-academy.com | Viber: (0912) 2231826

Booking Officer Name: _____
Position: _____
Company: _____
Company TIN: _____
Industry: _____
Tel No: _____
Cel No: _____
Email Address: _____

Total Number Attendee(s) for Enrollment: _____
Note: Please indicate full name below:

Attendee 1: _____
Cel No: _____
Email Address: _____

Attendee 2: _____
Cel No: _____
Email Address: _____

Attendee 3: _____
Cel No: _____
Email Address: _____

Attendee 4: _____
Cel No: _____
Email Address: _____

Attendee 5: _____
Cel No: _____
Email Address: _____

(More than 5 participants, pls attach extra sheet)

Would you like to request for billing statement? Yes No
How did you find us? _____
Use Promo Code: _____

ENROLLMENT DETAILS

SCHEDULE:

- Pls visit <https://businessmaker-academy.com/training-schedule/>

WEBINAR:

- Duration: 1 session x 4 hrs.
- Time: AM Sched: 8:30am to 12:30pm
PM Sched: 1:30 to 5:30 pm
- Venue: Zoom

SEMINAR:

- Duration: 1 day x 8 hrs
- Time: 9am to 5pm
- Venue: 1503A West Tower, Tektite Bldg, Exchange Rd., Ortigas Center, Pasig City Philippines

TRAINING FEE:

- Webinar Fee = Php 2250+VAT
- Seminar Fee = Php 4250+VAT

MODE OF PAYMENT:

- Bank Deposit:
Account: Business Maker Academy, Inc.
BPI SA# 4013-0306-64
BDO SA# 000-280-622-422
Landbank CA# 3732114830
- Paypal: pls contact us
- Dragonpay: pls contact us
- Gcash: pls use QR code below



BUSINESSMAKER ACADEMY & HR CLUB PHILIPPINES

**SALES TRAINING: PROBING,
NEGOTIATIONS & CLOSING****WEBINAR | SEMINAR**
www.businessmaker-academy.com**SALES TRAINING:
PROBING, NEGOTIATIONS &
CLOSING****“Proven Sales Techniques to Increase
Your Sales”****Seminar:** 1 day x 8 hrs. (total of 8 hrs)**Webinar:** 1 session x 4 hrs. (total of 4 hrs)**COURSE DESCRIPTION:**

Selling is a way of life. Whether you are a salesperson by profession or someone looking to prosper in life, you will find that the skills you will learn in this program will provide you with great insights on how to convince people to buy from you or avail of your services. This program provides practical sales tips and techniques on prospecting, probing, negotiating and closing which will help you enjoy the sales process and increase sales results.

WHO SHOULD ATTEND:

This program is designed for Sales Team Leaders, Sales Managers, Sales Officers, Marketing Managers and Officers, Business Development Officers, Business Owners, Entrepreneurs and any person who handles sales.

PERFORMANCE OBJECTIVES:

Upon completion of this workshop, participants should be able to use effective techniques for prospecting, probing and negotiating with clients which will lead to closing the sale.

LEARNING OBJECTIVES:

By the end of this course, the participants shall be able to:

- Recognize the good principles and positive mindset for sales
- Prospect and qualify sales leads
- Use probing techniques to uncover customers' needs and concerns
- Employ ways to handle objections and even rejections
- Demonstrate closing techniques and determine the best timing to use these
- Discuss strategies to turn customers into long-term clients

COURSE TOPIC HIGHLIGHTS:

1. Principles of Great Salesmanship
2. Your Sales Personality & Attitude
3. Planning Your Sales Calendar
4. Sales Prospecting Strategies
5. Qualify Sales Leads & Potential Customers
6. Sales Approach
7. Art of Asking Probing Questions
8. Active Listening Techniques
9. Sales Probing Tools & Templates
10. Sales Negotiation Tactics
11. Types of Objections
12. How to Handle Objections
13. Sales Closing Techniques
14. Customer Response Level
15. Setting Up the Closing Scene
16. Generating Repeat Sales
17. Building Trust & Lasting Customer Relationships

TRAINING INCLUSIONS:

- Live Webinars are conducted via Zoom and includes eCertificate of Completion. Printed Certificates may be requested with minimal processing fee of Php100 plus shipping fee.
- Live Seminars are conducted at BMA Training Center and includes: Certificate of Completion, Seminar Kit, Meals and Drinks. Plus: non-transferable one-time refresher seminar session within one year.

BUSINESSMAKER ACADEMY & HR CLUB PHILIPPINES

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