



See more at www.zandax.com/overcoming-objections

Course information from ZandaX

Overcoming Objections In the Buying Process

A premier Overcoming Objections training course from ZandaX

Course duration: 26 minutes of highly focused content (Revisit, review and revise as often as you want)

What you'll learn

- ✓ About the Course
 - ★ Get an overview of what the course covers
- ✓ The Most Common Objections
 - ★ Find out what the most common objections are, and how to deal with them
- ✓ Recognizing Key Elements
 - ★ See the pattern of key elements with objections, and use it to control negotiations
- ✓ Smokescreens
 - ★ Learn how many objections aren't objections at all!
- ✓ Course Wrap Up
 - ★ Summarize the key takeaways from the course

What does our Overcoming Objections course cover?

Learn Selling Skills for Any Situation!

Although this course has been designed with the retail environment in mind, its fundamental lessons apply to all selling situations.

As you can see, having the ability to overcome objections is critical whether you're selling on the phone or face to face, and whether you're dealing with businesses or private individuals.

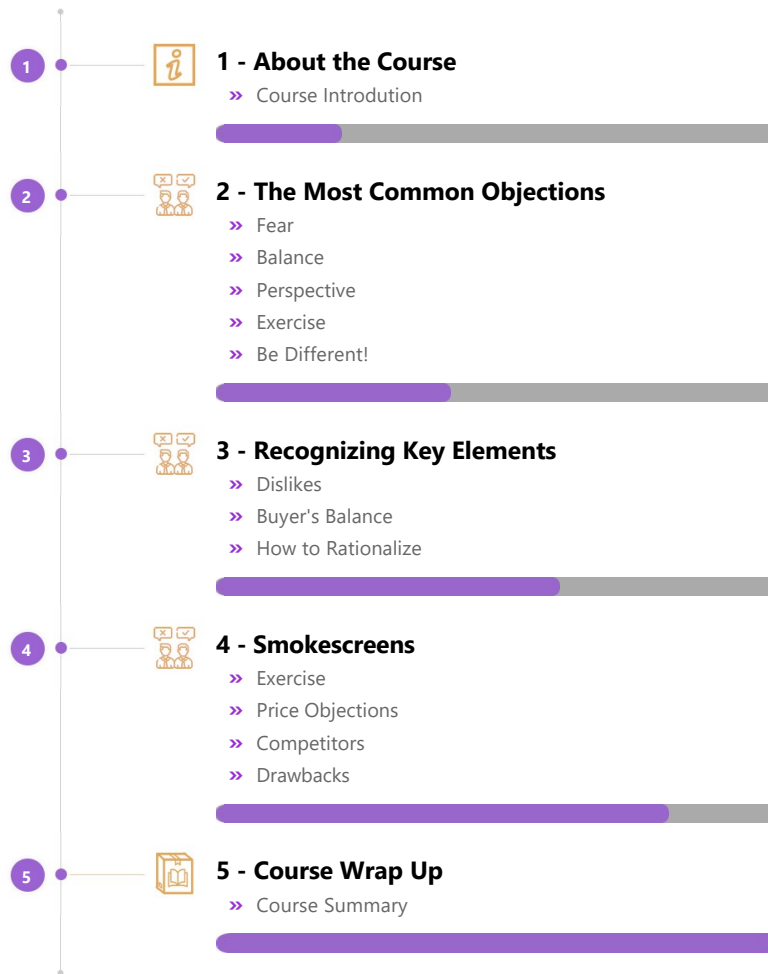
And at the price we offer this course, just one additional sale will repay your investment many times over -- and you'll have the skills for life!

This Overcoming Objections skills training course, like all our courses, has been developed over many years of classroom and online delivery. Content has been thoroughly researched and is constantly updated so it's always leading edge. It's completely interactive and is full of practical knowledge and solutions.

Still wondering whether to do the course?

Just think about this: how much would you benefit if you had better overcoming objections skills?

Course content for Overcoming Objections In The Buying Process



More about the ZandaX Overcoming Objections In The Buying Process course

Deal With Objections Confidently

Treat objections as an opportunity to firm up a sale

Don't you just LOVE objections? (We thought not.)

It doesn't matter how long you've been in sales, unless you know how to deal with objections, you'll always be at a disadvantage.

And the most successful sales professionals understand that objections are a normal part of the sales process and need not be feared.

In this Overcoming Objections course, we take a close look at why objections are not to be feared, and show you strategies to address and overcome virtually any objection.

You'll see the single most important attribute when dealing with objections, how to disarm the customer who raises an objection, and how to distinguish between real and "fake" objections.

When you've completed the course, you'll probably look forward to customer objections as an opportunity to showcase your new-found skills!

Watch the modules, revisit them time and again ... and have fun with improving your skills!

Learning format

The course is offered as follows:

You'll learn using easy-to-follow on-screen videos which you can pause, re-run and revisit as often as you like, and also through interactive content with short quizzes and questions appropriate to the course subject. You also get exercises to test your progress that you can use to reinforce your learning.

The course is arranged into modules, each with several lessons. Refer to the course content for more details on what's covered. This combination of videos and interactive content will enable you to get a thorough understanding of the subject.

View this course online

Visit our website at www.zandax.com/overcoming-objections to view the latest details, including related courses, prices and quantity discounts.

Zandax

Zandax – Change Your Life ... Today

All content © Zandax 2023



www.zandax.com