

The first meeting went great. You clicked with the buyer. They have a problem and you have the resources to solve it. Now you just need the opportunity to make the proposal and the tools to close the deal.

Solution selling is a process and knowing how and when to stay in it will help you close the deal. This sales session is about maintaining momentum in a solution-selling sales cycle.

LEARNING OBJECTIVES:

- Discover why sales cycles stall
- Learn how to spot prospects who are interested in learning vs. those interested in buying
- Open the door for discussions on budget and pricing issues
- Overcome objections by knowing and being prepared for them
- Learn the secrets of a winning proposal

SPEAKER(S): Linda Bishop, Thought Transformation

WHEN: Thursday, June 24, 2010

SCHEDULE:

9:00–9:15am *Registration*

9:15am–12:15pm *Program*

12:15–1:30pm *Lunch and discussion*

WHERE: PIAG headquarters

COST: Members \$25 | Non Members \$50

REGISTRATION FORM

Send registrations to Sandra Nicholson by fax to 770.433.3062
Questions? Call PIAG at (770) 433-3050

Company Name: _____

Company Contact (if different from card holder):

Address: _____

City/State/Zip: _____

Phone: _____

Fax: _____

Card Type:

AMEX VISA MasterCard

Account #: _____

Exp. date: _____

Amount to be charged: _____

Name on card:

Authorized signature:

In order to process your credit card, please provide the billing address your credit card bill is mailed to. Our new credit card processing system requires this information and will reject authorization if not provided.

Address: _____

City/State/Zip: _____