

American Success Educators Corporation Presents:

The Razor Sharp Sales Seminar

Celebrating Our 25th Year!

Razor Sharp Seminar Series 2017

Course Objectives:

- Develop powerful sales habits
- How to handle difficult sales situations with challenging customers
- Persuade and influence others to your way of thinking
- Razor Sharp people skills for social and business situations
- Powerful listening skills
- Self-awareness and professional development skills
- Establish the Razor Sharp sales work ethic
- Learn the 8 fundamental steps to sales success
- How to create your own economy
- How enthusiasm makes the difference and how to get it
- Own the Razor Sharp keys to successful selling
- Learn to establish the sales leadership vision
- Learn and own the Razor Sharp Power Questions
- The Razor Sharp Sales power system to turn objections into sales
- Razor Sharp closing techniques

Much more...

Who Should Attend:

Senior level sales executives, new hire sales executives, struggling sales professionals, entrepreneurs, corporate executives, managers, supervisors and employees who want to gain the tools and techniques needed to make an immediate, dramatic improvement in their ability to create vision and opportunity by convincing others on great ideas, products and services

Easy On-line Registration:

www.TheRazorSharpSalesSeminar.com



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The Razor Sharp Sales Seminar - Keys to Building Your Sales Skills, this workshop substantially improves sales skills in 17 major ways!

1. Eight hours of intense sales training
2. One year of The Razor Sharp International Weekly Teleconference
3. One follow up coaching session
4. Classroom workbook
5. MP3 digital download recording The Razor Sharp Sales Seminar (Recorded LIVE)
6. The Razor Sharp Sales mindset
7. Establish the Razor Sharp sales work ethic
8. Eight fundamental steps to a long term successful sales career
9. How to create your own economy
10. The power of enthusiasm
11. Razor Sharp keys to successful selling
12. Creating the vision- buyers must see what you see
13. Razor Sharp Power Questions
14. Turning objections into sales
15. Powerful closing techniques
16. Connect immediately with new people to quickly build rapport.
17. Become a respected leader who gets exceptional results through others.

This workshop gives employees the critical tools to help build essential sales skills that make all the difference to an organization's success

Course Overview:

Successful salespeople aren't born; they learn the skills they need through education, trial and error. The skills that set a "Razor Sharp" sales professional apart from an amateur is that a "Razor Sharp" sales professional can sell anything. Why? Simply put...the basic fundamental principles of great sales leaders are the same whether you are selling vacuum cleaners, used cars or multi million dollar projects.

Once you understand these basic fundamental concepts and start applying them in your own sales career, you will immediately see a difference in your profits. These techniques change how you sell because you are developing the mindset, work ethic and knowledge catering to your customer's needs properly .

