

American Success Educators Corporation Presents:

# The Razor Sharp Sales Seminar

Celebrating Our 25<sup>th</sup> Year!

Razor Sharp Seminar Series 2018

## OVERVIEW

### Increasing Sales Revenue with Powerful Proven Sales Skills

- Learn how a Razor Sharp sales mindset dramatically magnifies your personal power
- Learn to establish the Razor Sharp sales work ethic
- Learn the 8 fundamental steps to sales success (a Blue Print)
- Learn to create your own economy
- Learn how enthusiasm makes the difference
- Learn the Razor Sharp keys to successful selling
- Learn to establish the vision - buyers must see what you see
- Learn and own the Razor Sharp Power Questions
- Learn to turn objections into sales
- Learn Razor Sharp closing techniques

**The Razor Sharp Sales Seminar:** is configured for maximum learning. You'll experience a carefully designed combination of:

- Professional and informative presentation
- Practical practice exercises
- Group discussions - Don't worry - no one will be singled out or embarrassed
- Get your questions answered. Share your point of view
- Your attendance qualifies for ONE YEAR of "The Razor Sharp Weekly International Teleconference Call"
- Free one on one coaching call

### You and your team will learn how to:

- Develop powerful sales habits
- How to handle difficult sales situations with challenging customers
- Persuade and influence others to your way of thinking
- Razor Sharp sales skills for social and business situations
- Powerful listening skills
- Self-awareness and professional development skills

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