

Acquire skills that will make you/your business more profitable

SALES COURSE

Techniques & Strategies

OPEN HOUSE

Sunday
June 7 • 2pm

Tuesday
June 9 • 7:30pm

1771 Madison Ave.

PRESENTED BY

Pinchus (Paul) Kugielsky*

Author of "The Secret of Intuitive Salesmanship"
Recipient of "Dale Carnegie Best Salesmanship Award"

*Plus other high skill set salesmen

Wednesday
nights
7:30 - 9:30 PM

Limited partial
scholarships

- Set of CD's for review • Hands-on workbook
- Video presentations demonstrating techniques

TOPICS

- Mastering selling techniques
 - Art of cold calling
 - Overcoming objections
 - Understanding why people buy
 - Selling to benefit vs. features
 - Uncovering hidden objections
 - When/how to ask for the order
 - Closing techniques
 - Getting through the gate keeper
 - Building credibility
 - Identifying buying signals
 - Generate interest in your product/ideas
 - Establish rapport and buyer confidence
 - Sales goals and reaching them
 - Sales-Time management
 - What it takes to be influential
 - The science of persuasion
 - Convert objections into commitments
 - Influencing the way people think
 - Closing techniques
- And much more...**

Sponsored in part by:



PROFESSIONAL CAREER SERVICES (PCS)

A Project of Agudath Israel

1771 Madison Ave., Suite 10, Lakewood, NJ 08701 • (732) 905-9700 Ext. 665 • nj@nj.pcsjobs.org

PCS is sponsored in part by the Lightstone Group and the David Lichtenstein Family Foundation

JOB PLACEMENT • JOB COUNSELING • CAREER COURSES • CAREER COUNSELING • BUSINESS READINESS COURSES