

*Webinar on*

# **Closing Without “Closing”**

# Learning Objectives

*The webinar will teach you how to become more comfortable in your sales process. 82% of salespeople are uncomfortable with their sales process, which leads to a lack of confidence, performance, and results. You DO NOT have to be a “closer” to be effective in sales. You DO NOT have to ask “leading” questions, get them to say yes five times, or use the old-school “feel, felt, found” stuff. Relationships matter and building long-term clients are the keys to success in sales. The “Closers” will literally always be closing because they don’t get referrals, they don’t get repeat business, and they are constantly chasing prospects to sell to.*

This webinar will teach you how to become more comfortable in your sales process.

**PRESENTED BY:**

*Steve Heroux is a Professional Sales Coach, Keynote Speaker, and leading authority in providing cutting-edge strategies on selling with honesty. With more than 20 years of success in sales and sales management, he has generated tens of millions in sales, coached thousands of sales people to reach their targets, and risen to the top of three different industries.*

On-Demand Webinar

Duration : 60 Minutes

Price: \$200

# Webinar Description

The days of the “Hard Close” and manipulating people with sales tactics and tricks are over. Most salespeople and business owners use language that is overrated, antagonistic, and antiquated. 90% of salespeople talk too much, don’t listen enough, and are constantly in pitch mode instead of solution mode, which is why they struggle with sales. In this strategic webinar, you’ll learn how to create an environment where your prospects are asking you how to move forward and how to utilize the art of asking effective questions and active listening. This, in turn, leads your prospects to feel satisfied and understood, with a feeling of comfort, to move forward working together.



# Who Should Attend ?

*People new to the sales industry*

*People who want to improve their sales results*

*People who want to learn the right way to sell and not continue to manipulate prospects & clients*

*Sales Managers who want to improve their teams' performance*

*Executives looking to increase the production of their sales department*



To register please visit:

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