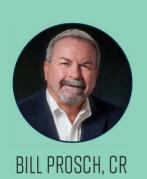


Closing

Strategies

FROM CALL TO CLOSING

REGISTER MOW



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Developing the mindset of your staff to treat every client interaction as an opportunity will lead to:



Improved Closing Rates



Increased **Gross Revenue**



Creating Future Opportunities



Quicker Cycle Time

Who Is Truly Responsible For Sales In Your Company?

Every Employee Who Interacts With Clients!

Your employees are "closers," and they don't even know it! Equip your staff to treat every interaction as an opportunity. Those who are on the front lines, such as Project Managers, Estimators, and Crew Chiefs, will learn how their client interactions can move prospects closer to signing the contract.

IMPORTANT CONCEPTS

Closing	Proposal	Presenting
Rates	Presentation	More Proposals
Closing	Creating	Creating
the Deal	More Value	Opportunities