

Frontline

Closing

Strategies

FROM **CALL** TO **CLOSING**

REGISTER NOW



BILL PROSCH, CR

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
Rates**

**Proposal
Presentation**

**Presenting
More Proposals**

**Closing
the Deal**

**Creating
More Value**

**Creating
Opportunities**

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