



21 EFFECTIVE SELLING TECHNIQUES

How to close more deals?

November 6, 2019 | Marriott Hotel – Karachi | 9:30 am – 5:00 pm

Learning Outcomes

After this interactive workshop:

- **You** will know more about the reasons why people buy;
- **You** will be able to deliver better sales pitches;
- **You** will know 21 selling and pitching tips & tricks that will help you to close more deals;
- **You** will be more effective in selling your product or service.

Course Overview

This workshop shows the best sales technique in a fun and entertaining way. It helps you to become much better in closing the deal. Full of tips & tricks from best in the industry like Robert Cialdini (The Psychology of Persuasion), Jeffrey Gitomer (The Little Red Book Of Selling) and Zig Ziglar (The Secrets of Closing the Sale).

Join the over **2.000 business professionals worldwide** who have been participant in an Effective Workshop by Mount Scott. So, sign up today and reserve your place!

Modes of Learning

This workshop encourages you to put the theory into action.

We like to use real business examples to close the gap between theory and practice.

This way the relevance of the different trips and tricks for your day-to-day business increases greatly.

The workshops by Dave Nelissen are well known for their interaction between the participants and the high impact on learning.

You will learn:

- The 6 factors that influence us to say yes;
- The 5 basic reasons people will not buy from you;
- The 5 steps of effective pitching;
- The 5 best closes of the sale;

Total of 21 selling tips & tricks that will help you to close more deals!



Course Facilitator

Dave Nelissen

Speaker on Creativity & Innovation

- Former captain Royal Dutch Marines.
- Working in media & communication since 1994 (JCDecaux, Radio 538, Endemol, Talpa, WPP).
- Specializes in media, sales & marketing and brands.
- Travelled across the globe to train hundreds of employees of WPP.



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