 Page: Online training

**The Art of Closing the Sale**

Most salespeople fail in the close because the simply do not have the words to say to handle buyer objections. The lack of understanding in this area will inevitably cause an untrained salesperson lose a customer, and at best use a discount as a way to entice a buyer decision. Only 10-20% of the time you are in a transaction is spent in the close, yet it is where 100% of your income as a salesperson comes from. Bottom line, if you want to learn how to increase your income as a salesperson, you must learn to master the close.

The Closing Strategies course gives exact word tracks on how to handle sales objections. Sales training word tracks are given for objections such as “I need to think about it”, “The price is too high”, “I need to talk to my spouse/manager/ supervisor/owner/Director”. Nothing will cause a sales person to lose their confidence faster than not being able to handle the same problems over and over again and the Closing Strategies course will equip your team with confidence boosting rebuttals guaranteed to increase production!

**What you will get:**

* 16 closing techniques
* 11 mistakes made when asking for the order
* 7 questions you must ask to gain support & buy in
* 3 reasons why asking for the order is difficult
* Sales statistics on closing the sale
* How to handle objections
* 10 reasons why prospects don’t buy
* Feel, Felt, found technique
* Handling price objections
* Manage Buyer Resistance
* How to write closing proposals

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**Psychology of Selling**

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**What you will get:**

* The difference between what it is and what it does
* Selling with emotions
* What emotions do your customers buy?
* Emotional buying discussions vs. rational buying discussions
* Colour emotion guide
* Emotional engagement
* Emotional energy matrix
* Personality temperaments
* What are your product / services strengths
* Product services analysis
* Competitor analysis
* Identify direct competitors
* Positioning yourself against competitors
* SWOT analysis
* Presenting benefits to the buy
* New school of selling
* Balance dialogue

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**Master the Skill of Sales Presentations**

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**What you will get:**

* 14 sales presentation techniques
* Prepare for a sales presentation
* How to study your sales history
* Understand your customers
* How to gather information
* Organising your presentation
* Selecting sales aids
* Unleashed sales solutions
* The pivoting point in presenting
* Presenting to demonstrate key features
* Presenting with social proof
* How to use opened and closed question when presenting
* Understanding how to use persuasive communication techniques
* The art of storytelling when presenting
* What make up what prospect and customer hear when presenting
* How to use body language when presenting
* Understanding eye language
* Space requirement when presenting
* How to present to audience

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**How to Become a Top Performing Prospector?**

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**What you will get:**

* Inbuilt traits of top performing prospectors
* Acquired attributes of  top performing prospectors
* Attitude of top performing prospectors
* 21 prospecting techniques
* 20 shocking sales stats when prospecting
* Email tips to prospecting
* Selecting and understanding lead generation
* 4 Keys to effective prospecting
* Understanding who your clients are
* Sales prospecting definition
* How top performing prospectors manage their time
* Establish an individual sales plan

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**Business Networking**

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**What you will get:**

* Creating a successful network strategy
* Selecting the most effective networking events
* CEO lunches
* Setting up referral groups and strategy alliances
* Networking – Pre event
* Networking – At the event
* Networking – After the event
* Using social media to connect and network
* Build and maintain network

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**Interpersonal Communication:**

 Most salespeople fail in the close because the simply do not have the words to say to handle buyer objections. The lack of understanding in this area will inevitably cause an untrained salesperson lose a customer, and at best use a discount as a way to entice a buyer decision. Only 10-20% of the time you are in a transaction is spent in the close, yet it is where 100% of your income as a salesperson comes from. Bottom line, if you want to learn how to increase your income as a salesperson, you must learn to master the close.

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**What you will get:**

* How to initiate interpersonal communications with prospects and customers
* Establish client relationship management strategies
* Maintain and improve ongoing relationships with clients
* Direct mail communication
* Phone communication
* Email communication
* Social media communication
* Statics on communication with social media
* Face to face communications
* Effective face to face communications skills
* Barriers to effective face to face  communications
* Verbal communications
* Telling is not selling
* Open-ended sales questions
* Understanding non-verbal communications
* Active listening
* Body and eye language

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**Cold Calling is not Dead!**

 Most salespeople fail in the close because the simply do not have the words to say to handle buyer objections. The lack of understanding in this area will inevitably cause an untrained salesperson lose a customer, and at best use a discount as a way to entice a buyer decision. Only 10-20% of the time you are in a transaction is spent in the close, yet it is where 100% of your income as a salesperson comes from. Bottom line, if you want to learn how to increase your income as a salesperson, you must learn to master the close.

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**What you will get:**

* Develop the right mind-set for a cold calling
* Prepare for cold and warm calling
* Live call training

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3 months access

Page: Corporate

**AAS for Your Company or Business**

We’d love to hear from you. Use the form at the right to contact us with any questions or comments you may have. If you submit your query during business hours, someone will contact you during the same day. If it is after hours, we will contact you the following business day.

You may also contact us at our address or phone number, or via the toll free number shown below

Office: +61 3 7077 7275  
Email: admin@aasales.com.au

**Request Information**

Name:

Company:

Phone:

Email:

Send for request

Page: What we do

Australian Academy of Sales

Are experts in developing business owners and sales people to reach their full potential. It offers Mark Garbelotto most exclusive online sales training programs on demand 24/7/365. With over 25 years of real-world sales experience Mark Garbelotto provides a dynamic sales training tool for use in almost any sales situation for teams and individuals alike.

Mark’s online sales training programs:

Closing the Sale Psychology of SellingSales Presentations

Prospecting Business NetworkingInterpersonal Communication

Master the phone Qualifying Handling Objections

Personal Performance Time Management What, Why, How of your life

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**Not Sure Which Program to do First?**

Take our free online sales skill asessment and well tell you which porgrams you need to do to reach you’re your full potentional

[CLICK HERE to Take the Assessment](http://aasales.com.au/scr-assessment/)

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Page: Hire Mark Garbelotto



**Hire Mark to Speak at Your Next Sales Conference**

Mark Garbelotto helps Individuals reach their full potential as a sales person and to Increase sales Revenue

**You’re Trainer -** Mark Garbelotto

With 27 years of daily sales experience, and nine years running business and professional development training programs, author and entrepreneur, Mark Garbelotto is Australia’s premier business, leadership and sales training professional.

He is also founder and CEO of one Australia’s handful of dedicated professional leadership and business development institutes, the Australian Academy of Sales.

An interior designer by profession, Mark began his sales career with a lighting manufacturer in the middle of the early 1990’s recession. Learning sales techniques the hard way, he went on to run his own interior design and construction business, generating millions of dollars in sales over 13 years.

Recruited as an independent sales representative by the Australian Communications Network in 2005, he was so successful at ACN that he began training his own sales team in Australia and New Zealand, going on to train at regional and national conferences.

By October 2007, he had formed his own professional development business, Wealth Empowerment Institute, which became the Australian Academy of Sales (AAS) in 2011.

Mark set up a 100 seat training centre in Moorabbin in 2013 as part of becoming a next generation Registered Training Organisation.

The centre adopts an holistic approach to training. It conducts training needs analyses, performance profiling, professional development seminars, and nationally accredited training programs for audiences of 100 down to small groups of between eight and 40. AAS also designs and delivers joint training modules for multiple SMEs considered too small for the reach of a major training group.

Mark and the AAS team also deliver:

* strategically designed mentoring and coaching programs
* company conferences
* refined sales processes and systems training
* accredited national courses such as Certificate IV in Business Sales.

Mark was an accredited Brian Tracy International trainer and has led an Australia-wide *Eat That Frog* tour. He has addressed a major Business Network International (BNI) conference in Malaysia and other BNI meetings around Australia.

An acclaimed presenter, he delivers keynote addresses at conferences, seminars and workshops where his no-questions-barred techniques allow participants a forum-style

experience. He also regularly hosts and addresses large scale CEO lunches and Building Brands breakfasts.

Mark produces and sells a range of printed and audio/DVD sales training products. Last year, he authored the book *The Business of Sales. Getting Serious About Business And Selling.* He has another in the pipeline for 2014.

In 2015, Mark created and trade marked the proven formula to predicting sales performance: (IT + AA + PK + PD) x A = ISSTM and has helped hundreds or companies overcome under-performing sales people.

Mark’s philosophy is…

**“THE RIGHT PERSON for THE RIGHT ROLE in THE RIGHT DEMOGRAPHIC with THE RIGHT TRAINING for THE RIGHT RESULT.”**

**VIDEO of Mark**

Hire Mark

Name:

Company:

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**Page: Affiliates**

**Start making money now!**

There is no charge to join our Affiliate Program.  
We pay commissions for all sales you referred.

Affiliates Signup

**Already our affiliate?**

We have always something new for our affiliates.  
Login to check earned commissions and new campaigns.

Login

**Earn up to 50% commission for all products**

Not only can you join our team and help spread the word about your favorite products, you can get rewarded for your efforts. Our system tracks referrals and pays top commissions for every client you send our way. The Affiliate Program only covers products in the AAS products. \*All AAS referrals can be sent, in detail, to referral@aasales.com.au

**High Conversion Rate = More Money.**

Our website and plans generate one of the highest conversion rates in the industry. Our high conversion rates mean that the people who you send here are more likely to buy our products. Of course we can't prove that either, but if you don't trust us, why would you want to refer people here?

**Long tracking duration.**

If a customer comes from your site to ours, and then comes back to purchase 30 days later, you get credit.

**How does it work?**

It couldn't be simpler! We've streamlined our entire affiliate process to ensure ease of use, while still maintaining extremely accurate affiliate tracking. The process is as follows:

1. Visitor clicks on an affiliate link on your site or in an email.
2. The visitors IP is logged and a cookie is placed in their browser for tracking purposes.
3. The visitor browses our site, and may decide to order.
4. If the visitor orders (the order need not be placed during the same browser session--cookies and IPs are stored indefinitely), the order will be registered as a sale for you.
5. We will review and approve the sale.
6. You will receive commission payouts once you make $100 total commissions.

**That's it! You send us business, we send you money!**

**Ready to join?**

Signing up and getting your account configured couldn't be easier. You can be referring business our way in as little as five minutes.

**Join Now**