



Selling isn't about
talking...
It's about **listening.**

"Reducing & saving client cancellations"

Cancellations are a frustrating part of selling and unfortunately they continue to happen. Most sales people just simply let them go or make a small effort to save them and just give up. No your not going to save every one but if you know the reasons why and how to approach them better you will save some of them...sometimes this one phone call or meeting with them can open up the real reasons and enable you to save them and the satisfaction of it is immense! Oftentimes sales people approach these calls from a negative and this further enhances it as a cancellation...Let us help you with :

1. Learning how to assess the real cancellation reasons
2. How to approach these with a positive and not negative attitude
3. Finding a mutual solution
4. Let the client talk themselves back into it
5. Learning which are the real cancellations and which can be saved