

Dale Carnegie® Training and
University of Central Missouri

HIGH-IMPACT SALES

Certificate Program

Courses

- Sales Advantage
- Dale Carnegie Course
- High-Impact Presentations



About Program

Prepare yourself for a challenging and rewarding career in sales.

Learn how to win appointments with key players, communicate proactively, resolve objections, gain referrals and close sales.

You will gain the skills to deliver professional sales presentations, create a positive impression and communicate

DEVELOP PEOPLE SKILLS
MASTER THE SELLING PROCESS
DELIVER POWERFUL PRESENTATIONS

What You Will Learn

- Build Rapport
- Ask the right questions
- Build credibility
- Use six tactics to win commitment
- Deliver powerful sales presentations
- Master the seven-step selling process
- Leverage referrals and close sales
- Sell ideas and inspire others

For more information, contact: