

CONFIDENT CLOSING

Non-Verbal Communication for Closing the Sale

People buy what makes them feel comfortable. Like it or not, they decide on emotion instead of logic. They unconsciously react to our non-verbal cues and determine how confident they feel about our offer BEFORE they understand it.

This program reveals specific non-verbal cues that make people feel comfortable. There is a way to ask for the order and have your prospects like it. When people are comfortable they feel confident; they buy more and they buy sooner.

Participants learn how to:

- Build trust from the first word
- Make people feel heard and respected
- Know what will move them to action
- Project confidence when you make your offer
- Inspire confidence with your words
- Know precisely when they have enough information
- Recognize non-verbal signals that say, "I'm ready to buy"
- Make people feel comfortable when you ask for the order
- Ask for action without freezing up



(281) 360 – 7533
fax (281) 360 – 2533
toll free (877) 825 – 7543

don@donakers.com • www.donakers.com
