



LESSON PLAN

01

Why understand the client

Map to read body language

What the client likes

When the client is closed

Taking difficult questions

Responding actively

Mirroring

Knowing when to stop

Becoming good at body language

10

Final Wrap up

OBJECTIVES

- ✓ How to understand what the client is thinking, feeling, or intending to do during a sales meeting
- ✓ Opening up a client who has closed down
- ✓ Knowing when to stop pitching, when to upsell, when to let the client speak

SECRETS TO CLOSING SALES

Intermediate level | 1.5 hours | Self Paced

ABOUT COURSE

A fast-paced online course that will help you understand what your client is thinking or feeling by observing their body language so that you can close your sales deals more effectively as per the situation.

HOW YOU WILL BENEFIT



Improve your relation with client



Learn to pitch the right thing at the right time



Be more effective in your sales closures



How to study nuances in body language and tweak your sales pitch accordingly



How to implement any sales technique using the right body language method

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