



RETAIL ADVISOR™ (2 DAYS)

ACHIEVING THE MAXIMUM WITH EVERY OPPORTUNITY

EAST COAST METAL

\$400 STUDENT \$350 FOR ADDITIONAL

APRIL 24 & 25

1313 S. BRIGGS AVE DURHAM, NC 27703

DAY 1: STARTS 9:00 AM ENDS 5:00 PM

GOAL SETTING

BUYER PSYCHOLOGY

RUNNING THE CALL

UNDERSTANDING AND SELLING YOUR COMPANY

INTERACTIVE ROLE-PLAY

VALUE OF THE INSTALLATION PROCESS

DAY 2: STARTS 8:00 AM ENDS 4:00 PM

Home Work Review

PRODUCT KNOWLEDGE FROM A HOMEOWNERS POINT-OF-VIEW

INTERACTIVE ROLL PLAY

TOP DOWN SELLING

BUYING SIGNALS

HANDLING BUYER OBJECTIONS

CLOSING: GETTING TO A YES

Method of Payment: Credit Card. Check. A+ funds. Total:\$_____

Name on Credit Card:_____

Card #:_____ EXP:_____ CVV_____

Billing Address:_____

I authorize TRACOM to complete the items ordered above and charge the credit card listed for the full amount. I understand that this order cannot be cancelled(unless the class does not meet the required student limit).

Signature:_____

- The class minimum class size is 15.

Any questions or to give the credit card information by phone call Charles 817.681.4216