

# Real Estate

*Sales & Management Training*

## CLOSING

Closing is a learnable skill.

Many of us are scared of “no’s”, learn how to turn a “no” into an opportunity and use less energy and be more relaxed when closing.

Not everyone will buy from you but we will ensure you increase your chances of obtaining more business more regularly and enjoy the process of closing a deal whether it a listing or a sale.

We will examine with you closing as a process not just a single sentence as many think it is.

