



**The Roane County Chamber of
Commerce and SCORE present**

The Lunch and Learn Workshop Series

Sales Improvement Workshop: Techniques to Increase Your Sales Success

As a result of participating in this workshop, you will be better able to:

Manage the sales process

Recognize objections

Utilize a process to handle objections

Gauge customer receptivity

Determine what the customer wants to buy

Understand how to avoid creating customer objections

Close the sale (Get the order!)

Tuesday, July 27th, Noon – 2 p.m.

Space is limited so call 865-376-5572 to reserve your spot now!

Free to Chamber Members; \$35 to Non-Chamber Members

Lunch will be provided