



LUNCH & LEARN

Presenting Yourself to Close the Deal

May 18, 2023
12:00 PM to 1:15 PM

COST: \$5.00/person for lunch (free if attending via zoom)

LOCATION: JARI Center for Business Development
160 Jari Drive (Richland Township)

PRESENTER: John Moore, Moore Power Sales

Not closing the sale? If you are working on the 'Close', you are working at the wrong end of the problem!

- Are you working very hard but not closing your fair share of the opportunities?
- Do you build quality proposals and then the prospect "ghosts" you?
- Do prospects act interested, take your expertise and then stay with their current provider or try to do it themselves?
- Are you getting beat up on price?
- Will a potential recession make things worse?

This session will focus on two things:

- What needs to happen prior to a presentation, proposal or demo
- What the right order is so we don't find ourselves in 'chase' mode

This workshop is geared for anyone who sells regardless of your industry. If you are involved in the selling process directly or in-directly, the content will apply.

REGISTER HERE: <https://jari.ecenterdirect.com/events/2204>

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration and the U.S. Department of Agriculture.