



**Bryant & Stratton College**

**Online Training that Works**

Taking training to provide you the personal edge and get ahead in your career has never been easier. Our self paced courses are flexible and cost effective, giving you the freedom to take the courses around your busy schedule in the comfort of your home or office

**Program Features**

- Interactive Courses rich in content and presentation
- Business simulations based on real problems
- Relevant content that is easy to understand and driven by industry standards
- Learner centered, engaging, and results oriented

**Enroll Now: For more information on our online certificates visit us at <http://certificate.bryantstratton.edu>**

**System Requirements**

Browser Netscape Communicator 4.0 or Browser AOL 4.0 ,or Operating System Mac OS 8.5 or Browser Microsoft Internet Explorer 4.0. Some courses may have additional requirements

# Sales

**Overview**

Maybe you're established sales professional you may be looking for an additional edge to move your current book of business forward. Perhaps you're new to the industry and you need to develop the client base that will be the key to future success. Success in sales requires the ability to master the basic essentials of turning a large pool of leads and suspects into legitimate business prospects.

**Learners who complete these courses:**

1. Identify strategies for mastering cold calls and move towards resolution by closing a sale
2. Identify various skills to effectively qualify prospects
3. Learn how to use a methodical problem solving process
4. Develop skills to effectively sell over the telephone phone



**Courses in package**

- Mastering Cold Calls
- Qualifying sales prospects
- Telephone Sales Skills
- Communicating Clearly

Sales  
Mini Certification  
**\$299**