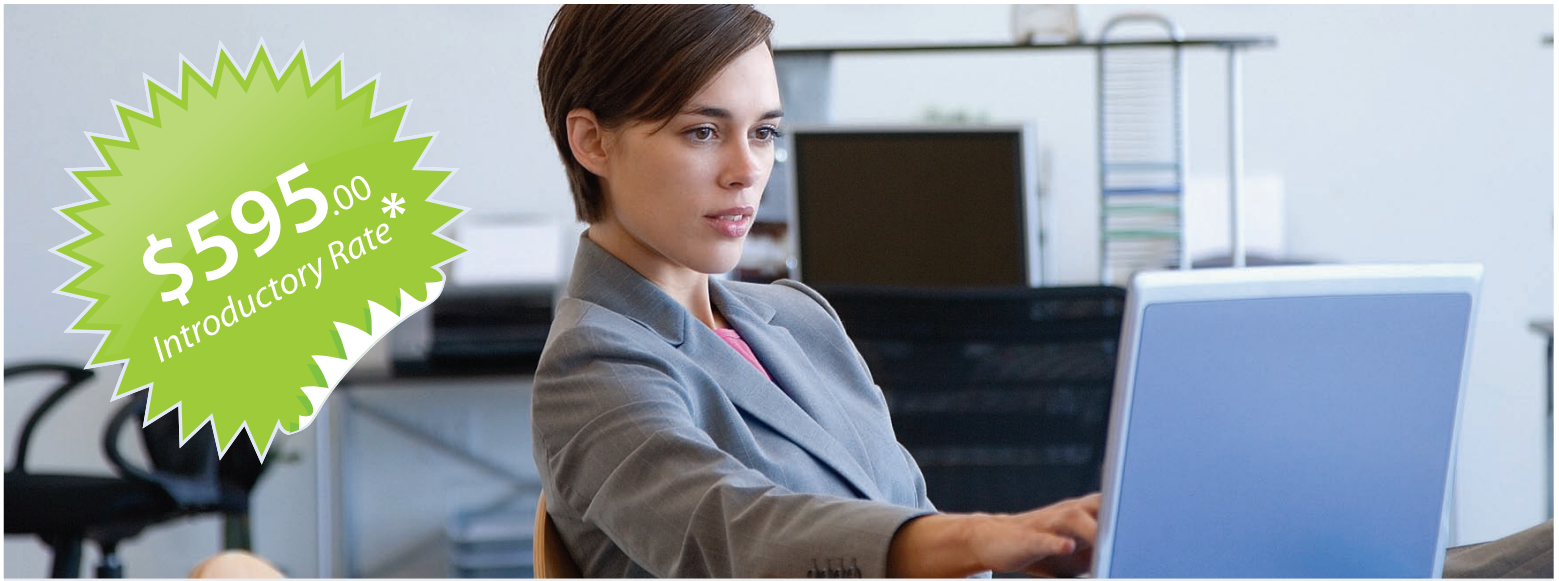


Sales Professional I

Become a Sales Professional Online in 8 Weeks!



Rio Salado College and Kaiser Companies have joined together to create an exciting new learning opportunity for sales professionals.

Sales Professional I

Course #WRKDEV 100-20002

This non-credit, online class outlines the basic principles of relationship selling, and explains how to use human interaction and communication methods to sell. The class, led by a certified sales expert, will teach you how to:

- Prospect and qualify leads
- Overcome objections
- Build customer relationships
- Close the deal
- Identify key decision-makers
- Negotiate to a mutually beneficial conclusion
- Make an effective presentation

* Special \$495 per person rate for groups of 3 or more. Payment plan option available.



Kaiser Companies is extremely passionate about sales education and helping others to realize their full potential.



~ Jim Kaiser
President & CEO
Kaiser Companies





Kaiser Companies - finalist for the 2007 Selling Power Sales Excellence AwardsSM

You will learn theories and techniques of successful sales strategies and practice them in a variety of situations. The class includes lectures, innovative online exercises, case studies, and a free one-year subscription to *Selling Power* magazine – the leading sales management publication with 145,000 subscribers in 67 countries.

Who Should Attend?

Salespeople, sales support staff, as well as potential candidates for sales positions and those who want to build and revitalize their existing selling skills.

Classes start every Monday, so get started today!

www.riosalado.edu/sales

480-517-8540/ 800-729-1197



Rio Salado
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