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Andrew E. Schwartz

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Ready, Set, Present (PowerPoint Content): Sales: The best selling techniques are not always obvious. Learn how to optimize your organization's current selling strategies. Slides include topics such as: How to analyze your product/service, how to identify value-adding selling practices, competitor advantage, professional sales ship, handling customer objections, common objections and responses, features, benefits and solutions, customers are ready to buy, closing the sale and techniques, how to recognize buying signals, when clients are not fully convinced and more. Slides can easily be tailored to your specific needs (make handouts, create overheads and use them with an LCD projector) and are available for license. 100+ PowerPoint slides prepackaged on a PC compatible CD Rom. Each slide includes slide transitions, clipart and animation. Software Requirements: Windows 95 and PowerPoint 97 or higher. You may use this product over and over again.

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