



## Closing Techniques

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**A 1 hour interactive workshop designed for delivery in house or via tele-training.**

**Who should attend:** Consultants, both new to the industry and experienced who want to improve their “close” rates

**Outcome expected:** Participants will gain confidence and will be able to identify how and when to close.

### **Workshop Content:**

1. The theory behind closing
  - ❑ Why is it so difficult?
2. Closing action guides
  - ❑ The process that gets you to the close
  - ❑ role plays to reinforce the skills
3. The pre-close
  - ❑ So what’s the difference?
4. How to close
  - ❑ Asking for the business
  - ❑ When, why and how
5. Role Plays

### **How to contact us:**

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