

South Suburban College Business & Career Institute presents:

Excelling at the Virtual Sale

For the foreseeable future, the pandemic has put the kibosh on most face-to-face sales calls and meetings. Now, pitching a product or service or finalizing the sale takes place on Zoom or a phone call. This can be tricky since we're unable to really see and assess one's body language and non-verbal behavior.

To ensure you're capturing the nuances of virtual sales, join expert Tom Byelick as he helps you customize a sales approach designed to energize wary and weary clients.

Participants will gain the following from attending:

1. Techniques to establish client buy-in through an empathetic sales approach
2. Stronger client relationships through a customer-centric approach
3. Getting to the "close" of the sale without the pressure



Virtual Webinar

Wednesday, October 14, 2020

9:00am-10:15am

There is no cost to attend but you must register!

To Register, please go to: <https://excellingatvirtualesales.eventbrite.com>

RESERVATIONS REQUIRED BY 12:00pm TUESDAY, OCTOBER 13th

For additional information please call (708) 596-2000, ext. 3254 or e-mail aglumac@ssc.edu

This webinar is brought to you by:



About the Facilitator: Tom Byelick

Since retiring from the corporate world, Tom has developed three small businesses of his own-The Tomfoolery Fun Club, a comedy-based variety series; Ingenuity Small Business Collaborative, which has evolved from a training and consulting firm supporting small businesses; and most recently, Tom created Pretty Amazing!, which specializes in restoring and revitalizing driveways, patios, porches and decks. Tom has years of corporate sales experience and has taught sales courses at Purdue University Calumet.



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