



## **8 Sales Skills Every Personal Trainer Must Master**

### **Webinar 1**

#### **Topics: Effective Client Consultations & The “Why” Is Why They Buy**

The webinar starts the series from the beginning of the sales process where you will learn to facilitate an effective client consultation by building more rapport, ensuring proper aesthetics and more – a consultation that leads you down the path closer to a sale but you must also find your client’s “why” during the consultation, one of the most important aspects of selling fitness.

#### **VIEW WEBINAR**

<https://attendee.gotowebinar.com/recording/6867902966990759427>

#### **CEC Quiz**

<https://www.surveymonkey.com/r/NQYW3RG>