



8 Sales Skills Every Personal Trainer Must Master

Webinar 2

Topics: N.P.T.S.M. & Qualifying Questions

This webinar continues to build on the concept of finding the “why” by demonstrating the top 5 objections you absolutely must overcome prior to pricing (N.P.T.S.M., needs, procrastination, time, spouse, money). You will learn the importance of qualifying your client and at the same time overcoming those 5 objections as you go. “The why is why they buy” will be the most important topic of your career to master.

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CEC Quiz

<https://www.surveymonkey.com/r/GF3RR2B>