



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

### **Webinar 3: Wed, Feb 20, 2019 3:00 PM – 4:00 PM EST**

Topics: Pricing a Client & Overcoming Objections

Once you uncover your client's "why", it is now time to price. In webinar 3 of 4, we will review several methods to price individual packages for 1:1 sessions, group rates and EFT packages. However, your job is not done because sales would be the easiest job in the world if everyone said yes, right? Your client will object. What do you do? It is crucial to be ready for all objections and have the necessary "chops" (or comebacks) to overcome them all and move closer towards the sale, to a yes!

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