

Your employee is interested in learning new skills with AMA. Beyond helping you both achieve your goals, here's why that's an excellent idea.

AMA Seminars offer your employee:

- **Extensive practice in a supportive environment.** You really can't learn new skills from an app. You need to experience it, practice it, and get personal attention to the details that make a difference. There is simply no substitute for learning by doing.
- **Feedback from experts.** Our instructors are not professors—they are practitioners in the field, focused on what works now in the real world. Participants agree instructors make a difference and have rated our faculty 4.83 out of 5 stars. What's more, your employee will be learning alongside peers from other organizations gaining insight and knowledge from other industries and expanding their professional network.
- **Tools and techniques designed to improve performance.** Our courses are instructionally designed to make a difference in performance, which is why 99% of participants report they are using what they learned back on the job after taking one of our courses.
- **An Experience.** Yes, we know two or three days seems like a lot. But dedicating that time to truly master new skills is worth the time and money. And we're not just saying that--our customers agree: 98% of participants would come back for another course.

Still feel like you can't spare your employee for a training session?
Take a look at [our live online courses](#) which minimize time away from work.

Either way, remember that we don't lecture—we accelerate performance.

Successful Selling

Are your sales in a slump? Closing techniques not working? Need to reenergize?

If you are experiencing difficulties of this sort, your professional success is on the line. In this course, you will discover new methods for engaging the customer and delivering solutions that meet customer requirements. So you can fill your pipeline despite new competition, tightening market conditions or price drops.

When you apply proven techniques used by leading sales professionals, you will discover or rediscover how to successfully close more sales and get your sales career on track.

How You Will Benefit

- Increase your efficiency by applying effective sales techniques
- Realize your potential by increasing your ability to ask the right questions
- Develop your persuasive and reasoning skills
- Learn better methods for closing the sale
- Discover how to deal with objections
- Avoid the pitfalls most sales professionals encounter
- Become more customer-focused
- Use your time more wisely
- Improve your performance