o Prospecting: Identify ability customers interested in the products or services.o Presentation: Communicate products or services talents and advantages compellingly, addressing the possibility's needs and issues.o Handling Objections: Address any concerns or doubts the possibility may additionally have, providing solutions to overcome resistance.o Follow-up: After remaining the deal, maintain conversation with the patron to ensure satisfaction, deal with submit-buy problems, and pick out opportunities for extra sales.

Summarized by © lakhasly.com