

Wits closing date for applications 2015 Study Guide

Understanding the Wits Closing Date for Applications 2015

wits closing date for applications 2015 was a critical deadline for prospective students aiming to enroll at the University of the Witwatersrand (Wits University) in South Africa for the 2015 academic year. Meeting this deadline was essential to ensure your application was considered for admission into the programs of your choice. Failing to submit your application by the specified closing date could have meant missing out on an opportunity to study at one of South Africa's leading institutions. This article provides comprehensive information about the application timelines, important dates, and tips for prospective students aiming to apply to Wits University in 2015.

Wits University: An Overview

Wits University, located in Johannesburg, is renowned for its academic excellence, research output, and vibrant campus life. It offers a wide range of undergraduate, postgraduate, and research programs across disciplines such as health sciences, engineering, humanities, commerce, law, and science. As a highly sought-after institution, understanding the application process and deadlines is vital for prospective students.

Key Dates and Deadlines for Wits Applications 2015

Application Opening Date

In 2014, Wits University typically opened its application process around April or May for the next academic year. For 2015, the application window likely opened in mid-2014, allowing prospective students to start submitting their applications.

Wits Closing Date for Applications 2015

The official closing date for Wits University applications in 2015 was generally around September 30, 2014. However, specific programs, especially competitive or limited-entry courses, often had earlier closing dates or required additional documentation. It was crucial to verify the precise deadline for your chosen program.

Late Application Policy

While the primary deadline was September 30, 2014, Wits University sometimes allowed late applications with a late application fee. Prospective students needing to apply after the deadline were advised to contact the admissions office directly or visit the university's official website for updates on late application procedures.

Why Is the Wits Closing Date Important?

Adhering to application deadlines is critical because:

- Ensures Consideration: Applications submitted after the deadline might not be considered for the 2015 intake.
- Allows Adequate Processing: Early submission provides ample time for application review, verification, and communication.
- Prevents Disqualification: Missing the deadline could mean losing the opportunity to study at Wits for that academic year.
- Enables Financial Aid Planning: Deadlines often coincide with scholarship or bursary application deadlines.

How to Prepare for the Wits Application Process in 2015

1. Gather Necessary Documentation

Before applying, gather all required documents, including:

- Certified copies of academic transcripts
- South African identity document or passport
- Proof of English language proficiency (if applicable)
- Motivation letter or personal statement
- Reference letters (if required)
- Application fee payment receipt

2. Complete the Application Form Accurately

Ensure all information provided is correct and complete. Inaccurate or incomplete applications could be delayed or rejected.

3. Submit Before the Deadline

Aim to submit your application at least a few weeks before the closing date to account for any

technical issues or delays.

4. Pay Application Fees Promptly

Most applications required a fee payment, which should be done according to instructions provided on the official application portal.

Important Tips for Prospective Wits Applicants 2015

- Start Early: Don't wait until the last minute; start preparing your application materials early.
- Check Program-Specific Dates: Some programs might have different closing dates or additional requirements.
- Follow Up: Confirm receipt of your application and check for any additional steps required.
- Monitor the Official Website: Wits University's official website provides updates, FAQs, and contact information for the admissions office.
- Prepare for Entrance Exams or Interviews: Some programs may require entrance exams or interviews; prepare accordingly.

Common Questions About Wits Closing Dates 2015

Q1: Was the application deadline the same for all programs in 2015?

No, some competitive or limited-entry programs, such as medicine, dentistry, or law, often had earlier closing dates or additional application steps.

Q2: Could I still apply after the deadline?

Late applications might be accepted with a late fee, but this was at the discretion of the admissions office and not guaranteed. It's best to apply before the deadline.

Q3: What happens if I miss the Wits application deadline for 2015?

Missing the deadline typically meant you would have to wait until the next application cycle or consider alternative institutions or programs.

Conclusion: Planning Ahead for Future Applications

While this article focuses on the Wits closing date for applications 2015, the importance of timely application submission remains consistent across years. Prospective students should always check the official Wits University admissions webpage for the most current deadlines and requirements for

each academic cycle. Planning ahead and adhering to deadlines ensures your application is considered, increasing your chances of securing a place at one of South Africa's premier universities.

Additional Resources and Contact Information

For more detailed information or specific queries related to the 2015 application process, applicants could contact Wits University Admissions Office or visit the official website:

- Wits University Official Website: <https://www.wits.ac.za>
- Admissions Contact Email: [\[email protected\]](#)
- Phone Number: +27 11 717 1888

Staying informed and prepared is key to a successful application process. Remember to mark the application deadline and submit your materials well in advance to avoid last-minute issues.

Note: Since the exact official closing date for Wits applications in 2015 may vary depending on the program and faculty, prospective students are advised to verify specific deadlines directly through Wits University's official channels or their program-specific admissions pages.

Wits Closing Date for Applications 2015: What Prospective Students Need to Know

The Wits University closing date for applications in 2015 marks a critical deadline for prospective students eager to secure their spots at one of South Africa's most prestigious institutions. Understanding the application timeline is essential for applicants aiming to meet all necessary requirements and maximize their chances of admission. This article provides a comprehensive overview of the Wits application process for 2015, including key dates, procedures, and tips to ensure your application stands out.

Understanding the Significance of the Wits Closing Date for Applications 2015

The closing date is not merely a deadline to submit forms; it is a pivotal point that determines your eligibility to be considered for admission in the upcoming academic year. Missing this deadline can mean delayed entry, missed opportunities, or even the need to reapply for the following year. For 2015, Wits University set specific dates that applicants should adhere to, emphasizing the importance of timely submissions.

The university's competitive admissions process necessitates early preparation and meticulous attention to deadlines. As applications are processed on a first-come, first-served basis, submitting early can also improve your chances of securing a place, especially in popular programs.

Wits University Application Timeline for 2015

Key Dates for 2015 Applications

While the specific dates may vary slightly depending on the program or level of study, the general timeline for Wits applications in 2015 was as follows:

- Application Opening Date: Early April 2014
- Application Closing Date: 30 September 2014 (for most undergraduate programs)
- Late Applications: Accepted until 31 October 2014 (with additional late application fee)
- Notification of Admission Status: From December 2014 onwards
- Registration Period: January 2015

It is crucial for applicants to submit their applications before the official closing date to avoid disqualification or delays. The university encourages early submissions, especially for popular faculties such as Commerce, Law, Engineering, and Health Sciences.

How to Apply to Wits University in 2015

Step-by-Step Application Process

Applying to Wits in 2015 involved several steps designed to streamline the process and ensure all applicants provide necessary information:

- Research Your Program:

Before applying, ensure you meet the admission requirements for your chosen course. Check the specific prerequisites, such as matriculation exemption, subject combinations, and minimum scores.

- Create an Online Profile:

Visit the official Wits application portal and register by creating a user account. This allows you to track your application status and receive updates.

- Complete the Application Form:

Fill in accurate personal details, academic history, and program preferences. Be thorough to avoid

delays caused by incomplete or incorrect information.

- Upload Supporting Documents:

These typically include:

- Certified copies of academic transcripts and certificates
- Identity document or passport
- Proof of payment of application fee (if applicable)

- Pay the Application Fee:

For 2015, the application fee was generally around R150-R250, payable via electronic transfer or at designated banks.

- Submit and Confirm:

After completing all steps, submit your application and verify its receipt through your online account.

- Follow Up:

Regularly check your email and Wits portal for updates or additional requirements, such as interviews or supplementary tests.

Important Considerations for 2015 Applicants

Early Preparation Is Key

- Start Early: Don't wait until the last minute. Begin gathering documents and completing your application several months before the deadline.
- Meet All Requirements: Failure to meet minimum admission criteria can result in automatic rejection, regardless of application submission timing.
- Application Fees: Ensure you have funds ready to pay the application fee, as late payments may result in invalid applications.

Special Cases and Additional Requirements

- International Students: Often require additional documentation, such as proof of English proficiency or student visas.
- Late Applications: Wits accepted late applications until October 31, 2014, but these were subject to review and possible extra fees. Priority was given to early applicants.

Consequences of Missing the 2015 Application Deadline

Missing the application deadline could have several repercussions:

- Delayed Admission: You may have to wait until the next academic cycle, losing a year of study.
- Limited Program Choices: Some competitive programs may fill quickly, reducing your chances of acceptance.
- Additional Costs: Late applications often involve extra fees and administrative processing times.
- Missed Opportunities: Scholarship applications and bursaries often have early deadlines aligned with the application period.

Therefore, applicants are advised to plan ahead and aim to submit their applications well before the deadline.

Tips for a Successful Application

To maximize your chances of acceptance at Wits University in 2015, consider the following tips:

- Double-Check Requirements: Ensure all minimum entry criteria and supporting documents are in order.
- Apply Early: Submit your application as soon as the portal opens in April, avoiding last-minute rushes.
- Seek Assistance: Contact university admissions or guidance counselors if you encounter difficulties.
- Prepare for Interviews or Tests: Some programs may require interviews or entrance exams; prepare accordingly.
- Stay Informed: Regularly check Wits' official communication channels for updates or changes to application procedures.

Conclusion: Marking the 2015 Application Deadline

Wits University's application closing date for 2015 was a pivotal point for prospective students. Adhering to this deadline was essential for securing admission to one of South Africa's top universities. The process, while straightforward, required careful planning, timely documentation, and early submission. By understanding the timeline and following best practices, applicants could optimize their chances of starting their academic journey at Wits in 2015.

As the university continues to evolve its application procedures, prospective students are encouraged to stay informed and plan well in advance. For 2015, meeting the Wits application deadline was not just about submission; it was about taking a decisive step towards achieving educational and career aspirations.

Question What was the closing date for WITS University applications in 2015? The closing date for WITS University applications in 2015 was typically around September 30, 2014, but applicants were advised to check the official university website for specific program deadlines. Did WITS University offer late application submissions in 2015? WITS University generally did not accept late applications in 2015; applicants were encouraged to submit their applications before the official closing date. How can I verify the application closing date for WITS University in 2015? You can verify the 2015 application closing date by checking archived versions of the WITS University admissions webpage or contacting the admissions office directly. Were there different closing dates for undergraduate and postgraduate applications at WITS in 2015? Yes, undergraduate and postgraduate applications often had different closing dates, with undergraduate applications typically closing earlier, around September 2014, and some postgraduate applications closing later. What documents were required to apply to WITS University before the 2015 closing date? Applicants needed to submit completed application forms, academic transcripts, identification documents, and sometimes standardized test scores before the closing date. Did WITS University have an online application process in 2015, and what was the deadline? Yes, WITS University offered an online application process in 2015, with the deadline usually around September 30, 2014, for most programs. Were there any exceptions to the 2015 application closing date at WITS University? Exceptions were rare; applicants were advised to contact the admissions office directly if they required special consideration or had extenuating circumstances. How can I find out about application deadlines for future years at WITS University? Future application deadlines can be found on the official WITS University website or by subscribing to their admissions newsletter for updates.

Related keywords: Wits University application deadline 2015, Wits closing date 2015, Wits application deadline 2015, Wits admissions deadline 2015, Wits registration closing date 2015, Wits university application closing date 2015, Wits application period 2015, Wits undergraduate applications 2015, Wits postgraduate applications 2015, Wits acceptance deadline 2015

One call closing

Understanding One Call Closing: The Ultimate Guide for Sales Success

One call closing is a sales technique that has gained immense popularity among sales professionals, especially in industries such as insurance, real estate, SaaS, and telemarketing. It refers to the process of closing a deal within a single interaction with a prospective customer, eliminating the need for multiple follow-up calls or meetings. This approach emphasizes efficiency, confidence, and thorough preparation to convert prospects into customers swiftly.

In today's fast-paced marketplace, consumers expect quick and seamless purchasing experiences. Businesses that master the art of one call closing can significantly boost their sales volume, improve customer satisfaction, and shorten their sales cycle. This comprehensive guide will delve into the essentials of one call closing, its benefits, strategies for success, common challenges, and best practices to become a proficient closer.

What is One Call Closing?

Definition and Concept

One call closing is a sales methodology where the salesperson aims to secure a commitment or finalize a sale during the initial contact with a prospective customer. Unlike traditional sales processes that involve multiple follow-ups, presentations, and negotiations, one call closing strives for an immediate agreement.

This technique requires a combination of persuasive communication, deep product knowledge, and the ability to address objections efficiently. The goal is to build trust quickly and guide the prospect through the buying decision in a single, well-structured conversation.

How Does It Differ from Traditional Closing?

Aspect Traditional Closing One Call Closing		
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Number of interactions Multiple (calls, meetings, emails) Usually one		
Timeframe Extended over days or weeks Same session		
Approach Nurturing and gradual Direct and assertive		
Customer Engagement Ongoing relationship-building Immediate decision-making		

Benefits of One Call Closing

Implementing one call closing offers numerous advantages for sales teams and organizations:

1. Accelerates the Sales Cycle

By closing deals in a single call, sales professionals can move prospects through the pipeline faster, leading to increased revenue and quicker cash flow.

2. Reduces Customer Acquisition Costs

Fewer touchpoints mean less time and resources spent per sale, improving overall profitability.

3. Enhances Customer Experience

A streamlined process minimizes delays and provides prospects with a sense of professionalism and efficiency, boosting satisfaction.

4. Builds Confidence and Skill

Salespeople develop sharper communication and objection-handling skills through practice in closing quickly.

5. Increases Conversion Rates

When executed effectively, one call closing can significantly improve the percentage of prospects who become paying customers.

Key Strategies for Effective One Call Closing

Achieving success with one call closing requires meticulous preparation and strategic execution. Below are essential strategies to master this technique.

1. Qualify Prospects Thoroughly

Effective one call closing begins with identifying the right prospects. Use qualifying questions to ensure the prospect has:

- A genuine need or problem your product/service can solve
- Authority to make purchasing decisions

- Budget and timeline aligned with your offering

By qualifying early, you focus your efforts on high-potential leads, increasing the likelihood of closing on the spot.

2. Build Rapport Quickly

Establishing trust is critical in a single interaction. Techniques include:

- Personalizing the conversation
- Demonstrating genuine interest
- Active listening
- Using positive and confident language

A strong rapport accelerates the buyer's willingness to commit.

3. Present a Clear and Compelling Value Proposition

Communicate how your product or service addresses the prospect's pain points. Focus on benefits rather than features, emphasizing:

- Cost savings
- Increased efficiency
- Competitive advantage
- Personalization to their needs

Ensure your pitch resonates emotionally and logically.

4. Handle Objections Effectively

Anticipate common objections and prepare concise, persuasive responses. Techniques include:

- Acknowledging concerns empathetically
- Clarifying misunderstandings
- Providing social proof or testimonials
- Offering limited-time incentives

Quick and confident objection handling can turn hesitations into commitments.

5. Use a Strong Call to Action (CTA)

Guide the prospect toward making a decision with a clear CTA. Examples include:

- "Are you ready to get started today?"
- "Can I set up your account now?"
- "Would you like to proceed with the plan we discussed?"

A decisive CTA reduces ambiguity and nudges the prospect toward closing.

6. Sense of Urgency and Scarcity

Encourage immediate action by highlighting limited availability, special offers, or upcoming price changes.

Steps to Execute a Successful One Call Close

Implementing a one call close requires following a structured process:

Step 1: Preparation

- Research the prospect thoroughly
- Prepare tailored scripts and questions
- Know your product/service inside out
- Set clear objectives for the call

Step 2: Opening the Call

- Greet confidently
- Establish rapport quickly
- State the purpose of the call concisely

Step 3: Needs Discovery

- Ask open-ended questions
- Listen actively
- Identify pain points and desires

Step 4: Presenting the Solution

- Align your offering with their needs
- Highlight benefits and value
- Address potential objections preemptively

Step 5: Handling Objections

- Listen fully
- Empathize
- Respond with confidence
- Reiterate value

Step 6: Closing the Sale

- Summarize key benefits
- Reinforce urgency
- Make a direct closing statement or ask for the sale

Step 7: Follow-Up (if needed)

- If the prospect is undecided, set a clear next step
- Schedule a follow-up call or meeting

Common Challenges in One Call Closing and How to Overcome Them

While the technique offers many benefits, salespeople may encounter obstacles such as:

1. Prospect Hesitation

Solution: Build rapport, validate their concerns, and reinforce the value proposition.

2. Lack of Trust

Solution: Share testimonials, case studies, or guarantees to establish credibility.

3. Price Objections

Solution: Emphasize ROI and value, offer flexible payment options, or limited-time discounts.

4. Time Constraints

Solution: Be concise, focus on key benefits, and create a sense of urgency.

5. Inability to Close on the Spot

Solution: Develop skills in assertive closing techniques and learn to read buyer signals effectively.

Best Practices for Mastering One Call Closing

To excel in one call closing, consider these best practices:

- Continuous Training: Regularly hone your communication and objection-handling skills.
- Use Effective Scripts: Develop adaptable scripts that sound natural.
- Record and Review Calls: Analyze your conversations to identify strengths and areas for improvement.
- Stay Persistent and Positive: Not every call will result in a sale, but maintaining a positive attitude increases future success.
- Leverage Technology: Use CRM tools to track interactions and automate follow-ups when necessary.

Conclusion

One call closing is a powerful sales strategy that can dramatically improve your efficiency and success rate. While it demands skill, preparation, and confidence, the benefits of closing deals in a single interaction are well worth the effort. By understanding the core principles, implementing effective techniques, and continuously refining your approach, you can become a top closer capable of converting prospects swiftly and effectively.

Remember, the key to mastering one call closing lies in building trust quickly, clearly communicating value, and guiding prospects decisively toward their purchase decision. With dedication and practice, you can streamline your sales process, increase conversions, and drive your business growth to new heights.

One Call Closing: A Comprehensive Guide to Mastering Instant Sales

Introduction

One call closing is a sales methodology that emphasizes closing a deal during the initial contact with a prospective customer. In a world where consumer attention spans are shorter than ever, sales professionals are increasingly adopting strategies that maximize efficiency and reduce the sales cycle. The concept hinges on the premise that, with the right approach, a sale can be secured in a single interaction?eliminating the need for follow-up calls or multiple touchpoints. While this method demands a high level of skill, preparation, and confidence, it also offers significant advantages in terms of productivity and customer satisfaction when executed correctly. This article explores the intricacies of one call closing, delving into its principles, techniques, benefits, challenges, and best practices to help sales professionals harness its full potential.

What is One Call Closing?

Defining the Concept

At its core, one call closing is a sales approach where the salesperson aims to complete the entire sales process?building rapport, qualifying the prospect, presenting the offer, handling objections, and closing the deal?in a single interaction. Unlike traditional sales methods that involve multiple follow-ups, emails, or meetings, one call closing seeks to deliver an efficient, streamlined experience that benefits both parties.

Key Characteristics

- Speed and Efficiency: The entire sales cycle is condensed into one call.
- Preparation-Dependent: Success hinges on thorough research and understanding of the prospect.
- Customer-Centric: The approach prioritizes addressing the prospect?s immediate needs and objections effectively.
- High Skill Requirement: Salespeople must possess excellent communication, persuasion, and listening skills.

Ideal Scenarios for One Call Closing

While not suitable for all industries or products, one call closing is particularly effective in contexts such as:

- High-demand, low-cost products (e.g., subscriptions, digital services)
- When the prospect has already shown significant interest or engagement
- Situations where quick decision-making is advantageous
- When the sales process is straightforward, and the product or service has a clear value

proposition

The Principles Behind Successful One Call Closing

- Preparation and Research

Before making the call, a salesperson must:

- Understand the prospect's background, needs, pain points, and decision-making process.
- Have a clear understanding of the product or service's benefits tailored to the prospect's context.

- Prepare compelling questions and responses to potential objections.
- Set clear objectives for the call?what constitutes success.

- Building Rapport Quickly

Establishing trust and rapport early in the conversation sets a positive tone. Techniques include:

- Personalizing the conversation based on prior research
- Demonstrating empathy and active listening
- Using a friendly, confident tone

- Qualifying the Prospect

Determine if the prospect is a good fit by asking targeted questions about:

- Budget and purchasing authority
- Needs and pain points
- Timeline for decision-making

Proper qualification ensures that the salesperson invests effort where it counts.

- Delivering a Compelling Value Proposition

Clearly articulate how the product or service solves the prospect's problems. This involves:

- Highlighting unique selling points
 - Demonstrating immediate benefits
 - Using social proof or testimonials if applicable
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- Handling Objections Effectively

Anticipate common objections and respond confidently with well-prepared answers. Techniques include:

- Acknowledging concerns and empathizing
 - Clarifying misunderstandings
 - Redirecting focus to benefits
-
- Asking for the Sale

The closing question should be direct yet respectful, such as:

- "Are you ready to move forward today?"
- "Can I set up your account now?"

Confidence and clarity are key.

Techniques and Strategies for One Call Closing

Implementing a successful one call close requires mastery of specific techniques:

A. The Consultative Approach

Act as a trusted advisor rather than a salesperson. Focus on understanding and solving the prospect's problems rather than just selling.

B. The Assumptive Close

Assume the sale is happening and proceed with the next steps, e.g., "I'll prepare the paperwork for

your account now.?

C. The Urgency Close

Create a sense of urgency by highlighting limited-time offers or benefits, motivating immediate decision-making.

D. The Summary Close

Recap the key benefits and agreements discussed, then ask for the sale confidently.

E. The Trial Close

Check for readiness by asking, "Does this solution meet your needs?" and adjust the pitch accordingly.

Benefits of One Call Closing

Adopting a one call closing strategy can yield numerous advantages:

- Reduced Sales Cycle: Shortens the time from initial contact to finalized sale.
- Increased Efficiency: Maximizes the use of sales resources and personnel.
- Enhanced Customer Experience: Provides quick resolutions, leading to higher satisfaction.
- Higher Conversion Rates: When executed well, it can lead to more immediate sales.
- Better Forecasting: Clearer insights into sales pipeline and performance metrics.

Challenges and Risks

Despite its benefits, one call closing also presents certain challenges:

- High Pressure on the Salesperson: The need for quick persuasion can be stressful.
- Potential for Overselling or Rushing: Risk of appearing pushy or neglecting the prospect's needs.
- Not Suitable for Complex Sales: Longer sales cycles are often necessary for high-value or intricate products.
- Dependence on Prospect Engagement: Requires prospects to be ready to buy immediately, which may not always be the case.
- Limited Relationship Building: Less opportunity to develop long-term relationships.

Best Practices to Master One Call Closing

To excel at one call closing, sales professionals should adopt the following practices:

- Invest in Training: Regular training on communication, objection handling, and product knowledge.
- Use a Sales Script or Framework: Develop a flexible script that guides the conversation while allowing natural interaction.
- Practice Active Listening: Fully understand the prospect's needs to tailor the pitch effectively.
- Maintain Confidence and Positivity: A confident demeanor influences prospect perception.
- Follow Up When Necessary: If the prospect isn't ready to close, identify cues and schedule follow-up appropriately.
- Analyze and Refine: Review calls and outcomes to identify areas for improvement.

Is One Call Closing Right for You?

While one call closing can be highly effective in the right context, it's not a universal solution. Industries with transactional sales, products with immediate value, and prospects who are already warmed up are ideal candidates. Conversely, complex B2B sales, high-value investments, or products requiring extensive customization may require a longer, consultative approach.

Assess your product, target audience, and sales environment to determine if this method aligns with your goals. When implemented thoughtfully, one call closing can revolutionize your sales process, delivering quicker results and happier customers.

Conclusion

One call closing embodies the essence of efficiency in modern selling—delivering value swiftly and confidently during a single interaction. It demands preparation, skill, and adaptability but offers substantial rewards for sales teams adept at its techniques. By understanding its principles, mastering its strategies, and recognizing its limitations, sales professionals can harness this approach to boost their success rates, shorten sales cycles, and create memorable customer experiences. As with any sales methodology, continual refinement and genuine customer focus remain the keys to turning one call closing from an aspiration into a reliable sales tactic.

Question What is one call closing in sales? One call closing is a sales technique where the salesperson completes the entire sales process and secures the commitment from the customer within a single interaction or call. **Answer** Why is one call closing considered effective? It increases efficiency by reducing the number of follow-ups, accelerates the sales cycle, and can improve conversion rates by addressing customer objections promptly. What are key strategies for successful one call

closing? Key strategies include thorough preparation, active listening, asking the right questions, addressing objections proactively, and confidently presenting solutions tailored to the customer's needs. How can salespeople improve their chances of closing on the first call? They can improve by building rapport quickly, understanding customer pain points, clearly communicating value, and confidently handling objections with well-prepared responses. What are common challenges faced in one call closing? Common challenges include customer hesitation, objections about price or value, establishing trust quickly, and managing time effectively within the call. Is one call closing suitable for all types of products or services? While effective for many sales scenarios, especially high-volume or transactional sales, it may be less suitable for complex or high-investment products that require longer decision-making processes.

Related keywords: sales closing, direct sales, instant closing, sales pitch, customer conversion, sales techniques, closing strategies, sales process, immediate sale, sales effectiveness

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