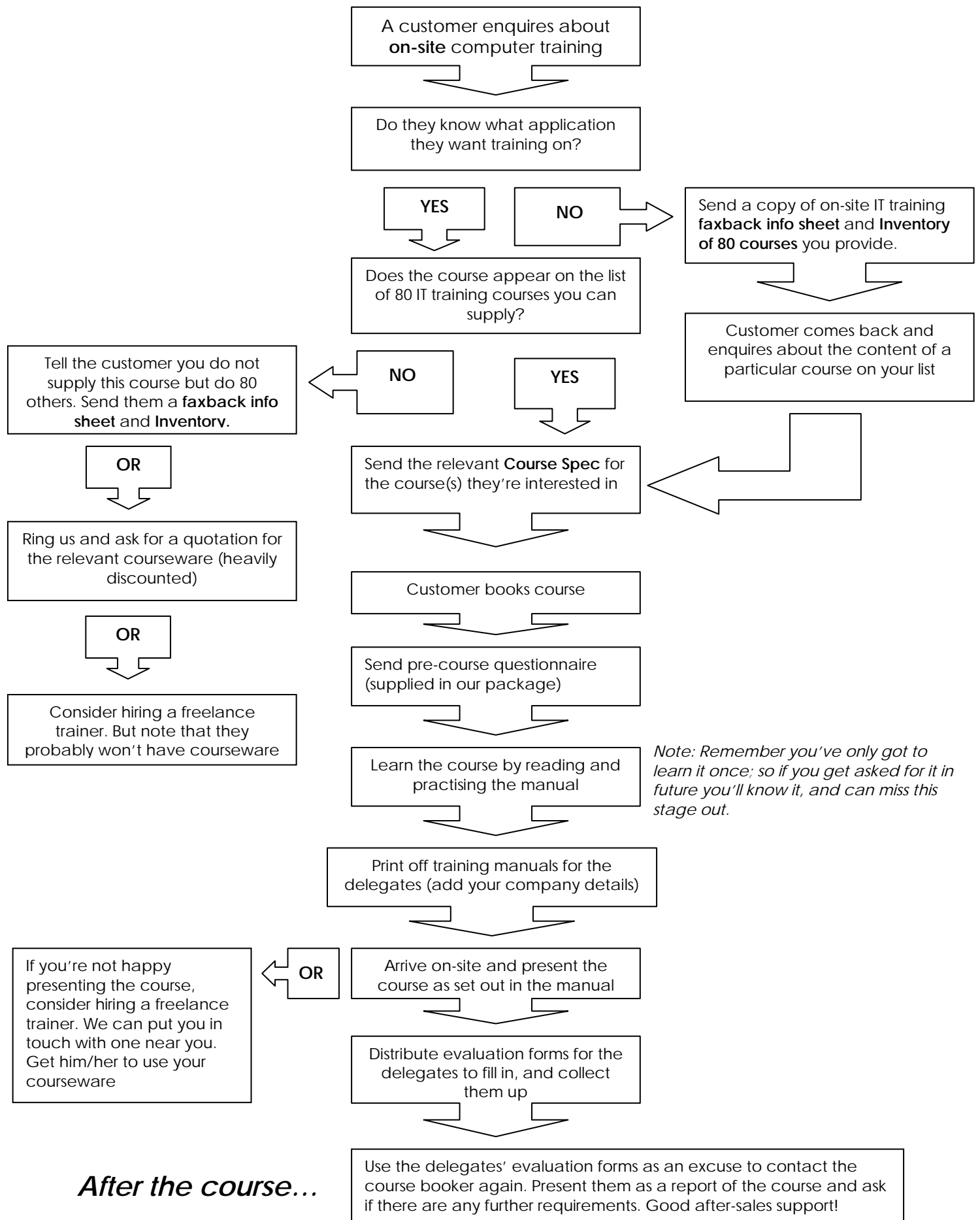


## How would you turn an enquiry into a sale?



*Note: Remember you've only got to learn it once; so if you get asked for it in future you'll know it, and can miss this stage out.*

## After the course...

<sup>1</sup>On-site is the term for computer or IT training at their premises, they will set up a classroom with computers so all you have to do is turn up with manuals for the delegates. On-site training is quite normal these days because companies prefer to keep their staff at work and of course it's cheaper for them.

<sup>2</sup> We can help you find freelance trainers.