



Vacation Ownership Sales Training: The One-on-One Successful Training Guide for the First Year of Timeshare Sales

By Rita Bruegger

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In a must-have guide, the author shows effective steps to developing, selling and closing Vacation Ownership sales presentation. Top resort sales trainer Rita Bruegger offers proven closing techniques, concrete direction to structure a new sales presentation, or improve your existing sales presentation, in an easy to read direct format. Follow this program and never hear I have to think about it again! Vacation Ownership Sales Training The One-on-One Successful Training Guide for the First Year of Timeshare Sales is the most useful and complete Vacation Ownership sales training guide today. Designed as a comprehensive motivational book, these proven sales formulas can be used for selling Fractionals, Memberships, Quartershares, Clubs, Campsites, Vacation Homes and Timeshares. Whether you are selling fixed time, floating time, leased, deeded, every year, every other year, or right-to-use products, this book has placed a special emphasis on: example sales presentation verbiage trial closes overcoming common industry objections how objections are really negotiations urgency methods take-away techniques monitoring body language the power of third party stories selling to the personality styles 6 characteristics of what it takes to be the best working down the numbers handling follow-up and referrals

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Editorial Review

About the Author

Rita Bruegger has been involved in training and the writing of training manuals for more than 20 years. Her dedicated career spans from Hotel Executive Management to Corporate Trainer and later as a Vacation Ownership Sales Trainer. In 1999 she founded a small chain of retail stores where she remains as Director residing in Florida.

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