



In Person Sales

SEHG-SM-6721 · Business · approx. 10 min seat time · English · 100% online, self-paced

Accreditation & industry alignments: none verified on record — institutional accreditor mapping pending

COURSE DESCRIPTION

Sales & Marketing course covering in person sales. Self-paced lessons with applied exercises.

WHO THIS COURSE IS FOR

Working professionals, team leads, and career-changers who want practical, job-ready Business skills — no prior coursework required. Teams and organizations can enroll groups for consistent, measurable upskilling.

WHAT'S INCLUDED

- 1 clock hour(s) of self-paced online learning
- 12 course modules
- 10 instructional videos — 10 minutes of total video runtime
- This syllabus (PDF), downloadable for reference
- Official SEHG Certificate of Completion upon finishing the course
- Language editions: English · Español

Delivered 100% online and self-paced in the SEHG learning platform. This section lists the materials currently delivered for this course.

MODULE MAP

- **Module 1 — Introduction**
 - Course Objectives
- **Module 2 — In-Person Sales**
 - Definition
 - Benefits
 - Cost
 - Effectiveness
- **Module 3 — Examples of In-Person Sales**
 - Sales Call
 - Retail
 - FaceTime
 - Meetings
- **Module 4 — Sales Funnel**
 - Generate Leads
 - Nurture Leads
 - Acquire Customer Base
 - Expand Customer Base
- **Module 5 — Prepare**
 - Effective Methods to Generate Leads
 - Know Your Customer

- Practice Sales Conversation
- Set Goals
- **Module 6 — Presentation**
 - Determine Venue
 - Stay on Point
 - Tie the Information to Customer Values
 - Refer to Past Conversations
- **Module 7 — Engage**
 - Emotional Intelligence
 - Allow Evaluation
 - Overcome Objections
 - Incentives
- **Module 8 — Commitment**
 - A Verbal "Yes"
 - Maintain Connection
 - Remind Customer of Value
 - Call to Action
- **Module 9 — Sale**
 - It Isn't Over till It's Over
 - Make the Process Easy
 - Close With Exceptional Service
 - Thank and Reward
- **Module 10 — Loyalty**
 - Continuity Programs
 - Special Rewards
 - Handwritten Cards
 - Remain Relevant
- **Module 11 — Expand**
 - Word of Mouth
 - Networking
 - Meetings
 - Clubs
- **Module 12 — Assessment**

COMPLETION & CERTIFICATION

Completion-based: a certificate of completion is issued after all course videos have been viewed.
The certificate of completion is non-credit. This course does not currently carry academic credit or CEUs.

OFFICIAL SEHG CERTIFICATE

Graduates receive the official Synergy University Education Certificate of Completion — issued by the Office of the Registrar with a unique credential ID, shareable to LinkedIn and verifiable online.

Every certificate carries a unique credential ID — verify at:

SynergyEducation.AI/verify

SUPPORT, ACCESS & POLICIES

- Support: CEO@SynergyEducation.AI
- Accessibility: ADA/WCAG 2.1 AA-first delivery; accommodations available on request.
- Academic integrity and refund policies: per SEHG student handbook.

Enroll Today

Tuition per learner (Essentials tier) — enroll online with the course code below.

\$49 · SEHG-SM-6721 · SynergyEducation.AI

Also available: instructor-led workshop kits for teams — in-person training agendas, playbooks, and facilitator materials built on this course. Contact CEO@SynergyEducation.AI.