Solidify the Commitment
Course Syllabus

Course Overview

Description

Have you ever gone into a Solution Presentation convinced it was a "done deal," only to face an unexpected hurdle? Solidify Commitment will show you how to use the Call to Action Close play to shift the action from you to the buyer, capturing the biggest commitment possible right now and keeping momentum moving forward.

Duration: Approximately 15 min

Objectives

After you complete this course, you will be able to:
- Name the purpose and plays of the Call to Action Close Play
- Prime a prospect to say yes to a close request in a way that is authentic and not pushy
- Prepare a Call to Action Close play for a current or potential prospect

Required Materials

The course contains all required materials. No additional materials are necessary.

Course Outline

Introduction

- Course overview
- Course objectives

Module 1: Purpose and Plays

- Empathize
- Simple vs. complex objections
- Practice activity
- Benefit
- Proof
- Relate
- Call to action close (CTAC)

Module 2: Prepare a Resolve Play to Overcome a Common Objection

- Practice activity
- Review

Course Administration

Earning Your Certificate

The course provides you with multiple attempts to pass the final assessment. You must receive a score of 70% or better to receive your Certificate of Completion. If you do not pass the assessment, it is recommended that you review the course and accompanying materials before you retake the assessment.

Completion Deadline

You have 12 months from the subscription date to complete the course. You may complete the course at any time during this period.

Policies

All learners must be honest and forthright in their professional development activities. Learners are expected to complete their own coursework.

Course Evaluation

After you have earned your certificate, you will have an opportunity to provide feedback that assists the design and development team with course improvement.

Course Contributions

AllRegs® courses are developed through the combined efforts of industry experts, instructional designers, and course developers.

Technical Requirements and Support

You must have an Internet connection and an Internet browser that supports the course files. Refer to the AllRegs® Academy Student System Requirements to ensure your browser supports our courseware. For additional assistance, consult the AllRegs® Academy FAQs.

Course Help

For additional assistance, email learning@elliemae.com. Please provide the following details:

- Course title
- Related screen number(s)
- Browser and version
- Your contact information