



Exit & Emergency Lighting: Sales & Marketing

1.0 Hours 0.10 CEUs Course #24886

This Virtual Training Course provides participants with the skills and knowledge to understanding how Exit Sign and Emergency Lighting Sales and Service are important to a company.

Content includes providing participants the following:

- Exit and Emergency Lighting: a historical perspective.
- What Exit Sign and Emergency Lighting Sales and Service can do for you and your company.
 - Profitable opportunities.
- How to overcome objections to having the work performed.
- Why it's critical to have the work performed.
 - Emergency Lighting's role in your service mix.

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