

Sterling Sales Institute Opens Enrollment for Certified Remote Closer Program

50–100 hours of structured training, live-fire examinations, and a credential employers can verify in seconds. Tuition \$2,495. Next sitting: September 29.

TEMPE, AZ, UNITED STATES, August 31, 2026 /EINPresswire.com/ -- The Sterling Sales Institute, the professional training and certification body for remote sales, has opened fall enrollment for the [Certified Remote Closer Program](#) — the training and examination system through which candidates earn the Certified Remote Closer (CRC) designation. It also confirmed the next sitting of the [Closer Score examination](#) — designed to be the profession's standardized 0–1000 examination of remote sales ability — for September 29. Registration for both is open at sterlingsalesinstitute.org.



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Spokesperson, Sterling Sales Institute

A Profession Without a Standard

Remote closing — high-ticket sales over phone and video — is one of the most sought-after careers in the internet economy: performance-paid, location-free, won on skill. What it has never had is an institution — a place where the skill is trained properly, measured against a real standard, and certified in a way employers trust. A person researching how to become a remote closer typically finds programs priced at \$5,000 to \$10,000 or more, built around a founder's personality and delivered as video

libraries and group coaching calls. Sterling was built to give the profession what every serious profession has: a training ground, a standard, and a credential.

"Every alternative in this category asks you to trust a person. Sterling asks you to check a

system," said an Institute spokesperson. "We built the institution this profession was missing — a real curriculum, a real examination, and a designation any employer can verify in seconds. That is what it takes to lead a field: set the standard, then prove it."

Training Built the Way Champions Are Built

The Certified Remote Closer Program delivers 50–100 hours of structured training on a single principle: performance skills are trained the way athletes train. The curriculum is engineered from extensive research into what separates great closers from average ones. Lessons introduce one skill at a time, and each feeds immediately into practice: daily drills, scored games, and simulated sales calls against lifelike prospect personas. Every performance is recorded, scored against fixed rubrics, and studied like game film — with individualized feedback on every attempt. Admission is open, no sales background required: the Program builds beginners into professionals on its seven-beat call model and six competency dimensions.

A Credential That Means Something

The CRC designation certifies ability, not attendance. Earning it requires passing a battery of live-fire simulated examinations — full sales calls against personas the candidate has never seen — ending in timed spoken performance and an oral review of the candidate's own tape. The examinations are built so AI tools cannot pass them for a candidate; that difficulty is what makes the title valuable, because it cannot be bought, memorized, or shortcut. The path is built for the student's success: unlimited retries, detailed feedback and a fresh scenario every attempt, and a door that never closes. Top performers earn merit distinction, recorded permanently on the credential.

Built for the Graduate's Success

The curriculum answers to research on what makes a top closer — not to any hiring pipeline. That independence is deliberate: no pipeline's interests shape what students learn, and no placement fee touches the standard. "In a commission-based profession, skill is income," the spokesperson said. "So we optimized for one thing: making each graduate genuinely great." The career wing arms graduates for the entire market — offer evaluation, application strategy, résumé and LinkedIn assets, and interview training until the graduate signs — while employers can search the Registry for Certified Remote Closers by score and specialization. Every credential can be checked through the public [verification portal](#), and every graduate receives a Closer Profile carrying their certified record and film of their best closing work.

Measure Yourself Against the Standard

The next Closer Score sitting is September 29 — a remote-proctored appointment of about three hours: knowledge sections, written responses, and a live simulation graded on response quality, tonality, and timing. Candidates can sit it before enrolling and train against their own number.

Registration is \$99, credited toward tuition on enrollment within 30 days.

Enrollment Is Open

Tuition is \$2,495 with everything included — curriculum, simulations, the certification series, and career support. Sterling prices this way deliberately: tuition pays for training infrastructure, not a celebrity founder's brand. Enroll at sterlingsalesinstitute.org.

Admissions Office

Sterling Sales Institute

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