



## **THINK Yourself® A SALES PRO**

**Saturday November 3<sup>rd</sup> – 4:15pm to 5:45pm**

**Session 347**

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[www.thinkyourself.com](http://www.thinkyourself.com)



## **PROBLEMS**

- Not good at sales
  - o Sales skills: Relationships – Networking – Rapport – Confidence & Focus – Elevator Pitch – Referrals – Special Offers – Funnel Marketing – Follow up – Niching
- Fear
- Stress
- *Knowing and not Doing is like not Knowing at all!*

NOTES: \_\_\_\_\_

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## **YOUR BRAIN POWER**

- Logical Mind
- Unconscious Mind
- Personal Assistant
- Self-Sabotage

NOTES: \_\_\_\_\_

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## **THE D.N.A. SYSTEM**

DESIRE (Environment & Behaviours)

NEW YOU (Skills & Beliefs and Values)

ACTUALIZE (Identity & Life Purpose)

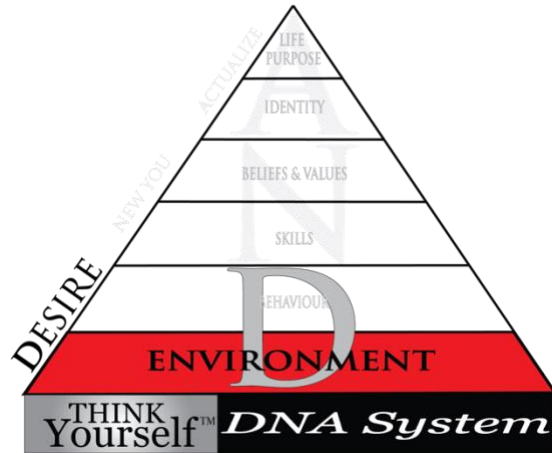
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# THE “D” - DESIRE

## ENVIRONMENT

- Who are you Talking to?
- STYLE-L.I.S.T. Assessment Tool
  - o Leader
  - o Influencer
  - o Supporter
  - o Thinker
- Funnel Marketing
- Networking
- Elevator Pitch
  - o Curiosity – Problem with a compliment – Be the Solution – Call to Action



NOTES: \_\_\_\_\_

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What or who in your environment supports you in your sales?

\_\_\_\_\_

Who or what should you surround yourself with? Be specific (locations, names).

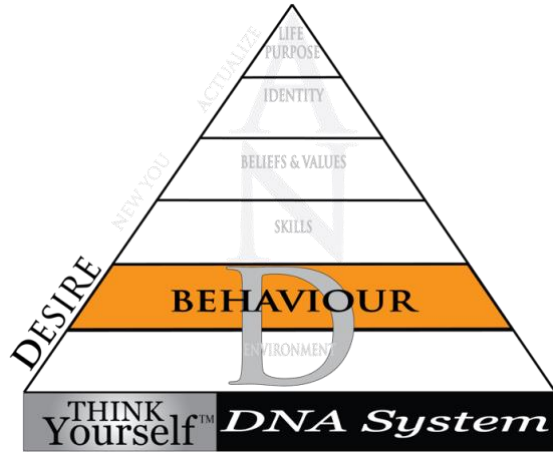
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Who is your ideal client?

\_\_\_\_\_

# BEHAVIOURS

- Make a customer, not a sale
- Don't sell anything – Respect & Trust
- Rapport & Client Retention
- Positive Outcome
- Reticular Activating System



NOTES: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

What behaviour do I need to do more of?

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\_\_\_\_\_

What behaviours or bad habit do I need to do less of, change or stop?

\_\_\_\_\_  
\_\_\_\_\_

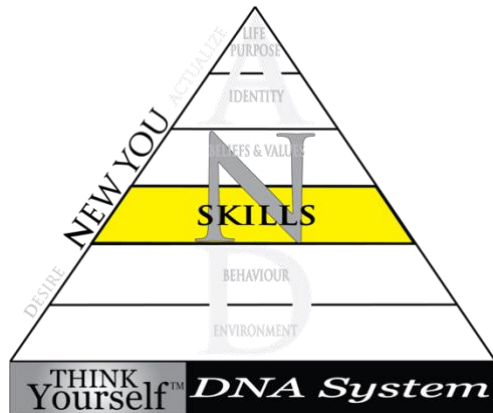
Your Positive Outcome:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
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\_\_\_\_\_

# THE “N” - NEW YOU

## SKILLS

- Selling
- Follow up
- Niche
  - o Market
  - o Skills
  - o Passion
  - o Sweet Spot
- Solve something
- Free Gift
- Cash is King (referrals)



NOTES: \_\_\_\_\_  
\_\_\_\_\_  
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What skills come easily and are effortless for you?

\_\_\_\_\_  
\_\_\_\_\_

Define your niche (ME ONLY)

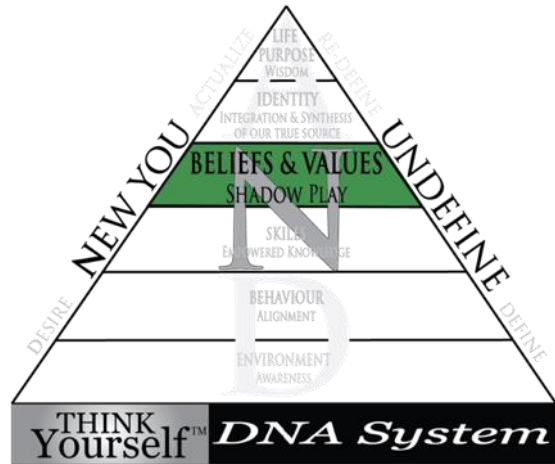
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What skills do you need to practice to be a better Sales Person?

\_\_\_\_\_  
\_\_\_\_\_

# BELIEFS & VALUES

- Self-Sabotage
  - o Intention Behind the Behaviour
  - o Language
  - o Limiting Beliefs
- Negative to Positive
  - o Sales People are Bad
  - o Selling my services is hard work
  - o When you make more money you spend more and always live paycheck to paycheck
  - o I am just not good at selling



NOTES: \_\_\_\_\_

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What are your limiting beliefs about Sales?

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\_\_\_\_\_

How can you re-phrase them?

\_\_\_\_\_

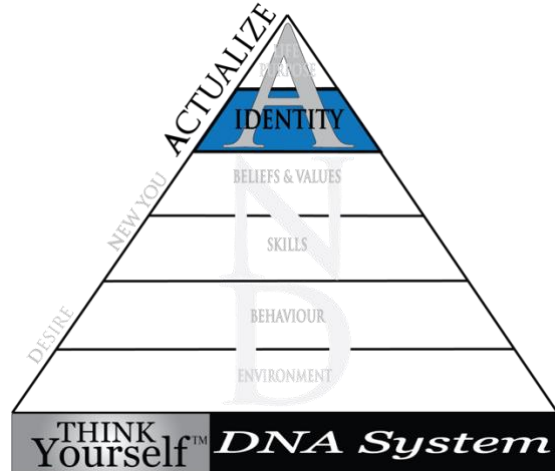
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# THE “A” – ACTUALIZE

## IDENTITY

- I am SHY



NOTES: \_\_\_\_\_  
\_\_\_\_\_  
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What do you love about who you are?

\_\_\_\_\_  
\_\_\_\_\_

Is there anything that you do not like about who you are and that you want to commit to change?

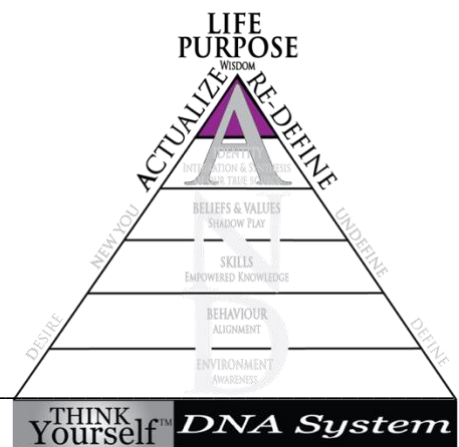
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## LIFE PURPOSE

*People don't buy what you do, they buy why you do it.*

- Simon Sinek

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What is your purpose? How are you a contributor?

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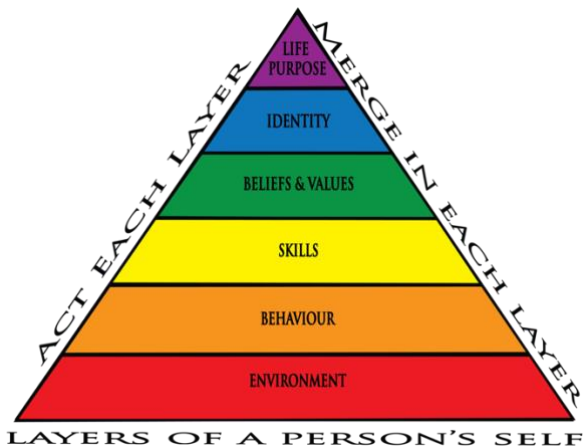
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Why do you want the things that you want? What is your “Big WHY”?

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## ACT & MERGE



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## ANTICIPATE - PLAN B

What could get in the way?

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What are you going to do about it?

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# ACCOUNTABILITY

List one thing you will do this week:

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What are you going to do to stay motivated?

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Write your accountability Partner's name and number:

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You will be talking one week from now, on \_\_\_\_\_ (date) \_\_\_\_\_

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## NATHALIE PLAMONDON-THOMAS



The Expert with a proven system to reprogram your brain and give you transformational results. Founder of the THINK Yourself® ACADEMY, speaker, Master Life Coach and No.1 best-selling author of seven books on wellness and empowerment.

### **NATHALIE P.**

Transformation Expert

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D.N.A. SYSTEM



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