THINK Yourself® A SALES PRO

Saturday November 3rd – 4:15pm to 5:45pm

Session 347

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PROBLEMS

- Not good at sales
    - 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)

NOTES: _____

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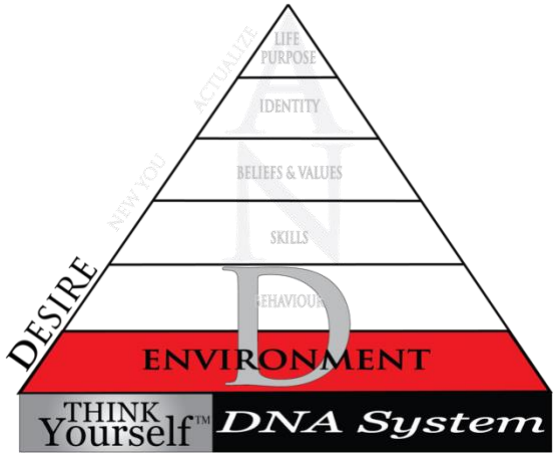
THE “D” - DESIRE

ENVIRONMENT



- Who are you Talking to?
- STYLE-L.I.S.T. Assessment Tool
    - Leader
    - Influencer
    - Supporter
    - Thinker
- Funnel Marketing
- Networking
- Elevator Pitch
    - 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).

_____

_____

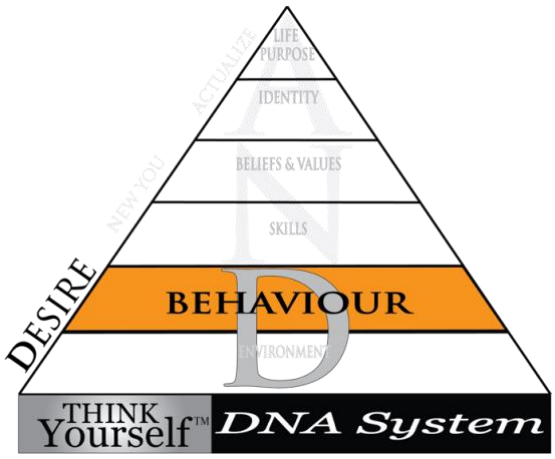
Who is your ideal client?

_____

_____

BEHAVIOURS

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



NOTES: _____

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What behaviour do I need to do more of?

_____

_____

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

_____

_____

Your Positive Outcome:

_____

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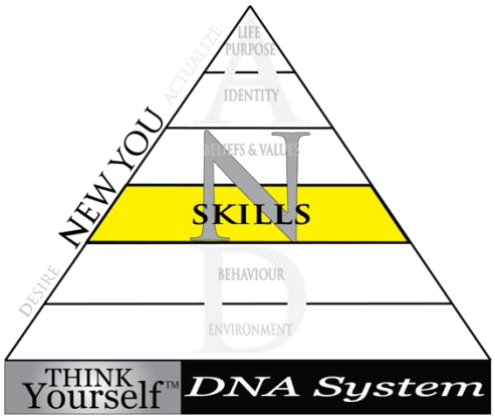
THE “N” - NEW YOU

SKILLS



- Selling
- Follow up
- Niche
    - Market
    - Skills
    - Passion
    - 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)

_____

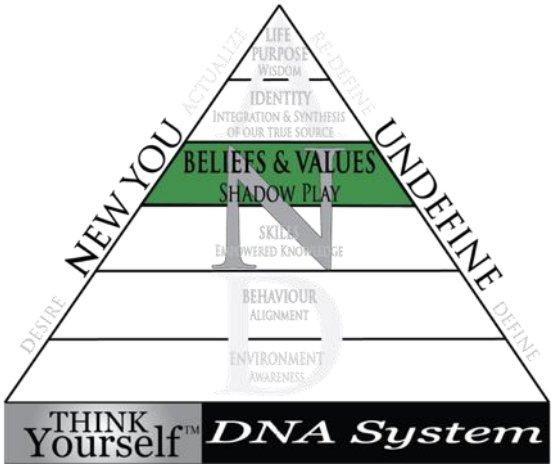
_____

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

_____

_____

BELIEFS & VALUES



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

NOTES: _____

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What are your limiting beliefs about Sales?

_____

_____

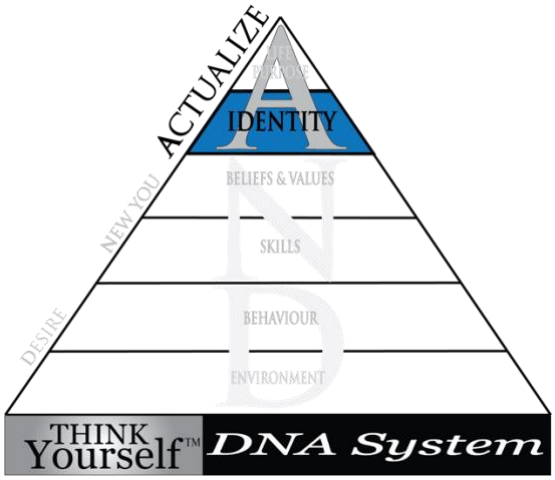
How can you re-phrase them?

_____

_____

THE "A" – ACTUALIZE

IDENTITY



- I am SHY

NOTES: _____

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What do you love about who you are?

_____

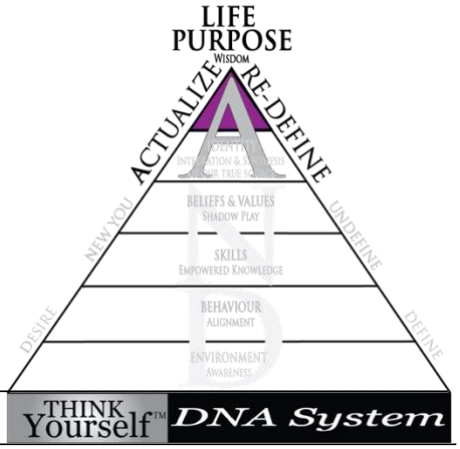
_____

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

_____

_____

LIFE PURPOSE



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

- Simon Sinek

NOTES: _____

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What is your purpose? How are you a contributor?

_____

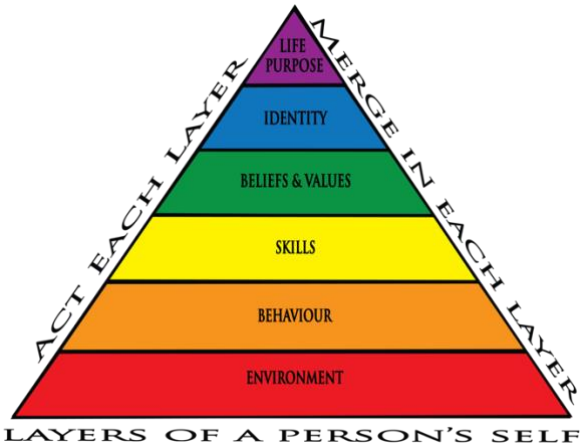
_____

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

_____

_____

ACT & MERGE



NOTES: _____

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ANTICIPATE - PLAN B

What could get in the way?

_____

_____

What are you going to do about it?

_____

_____

ACCOUNTABILITY

List one thing you will do this week:

_____

_____

What are you going to do to stay motivated?

_____

_____

Write your accountability Partner's name and number:

_____

_____

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

_____

_____

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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.

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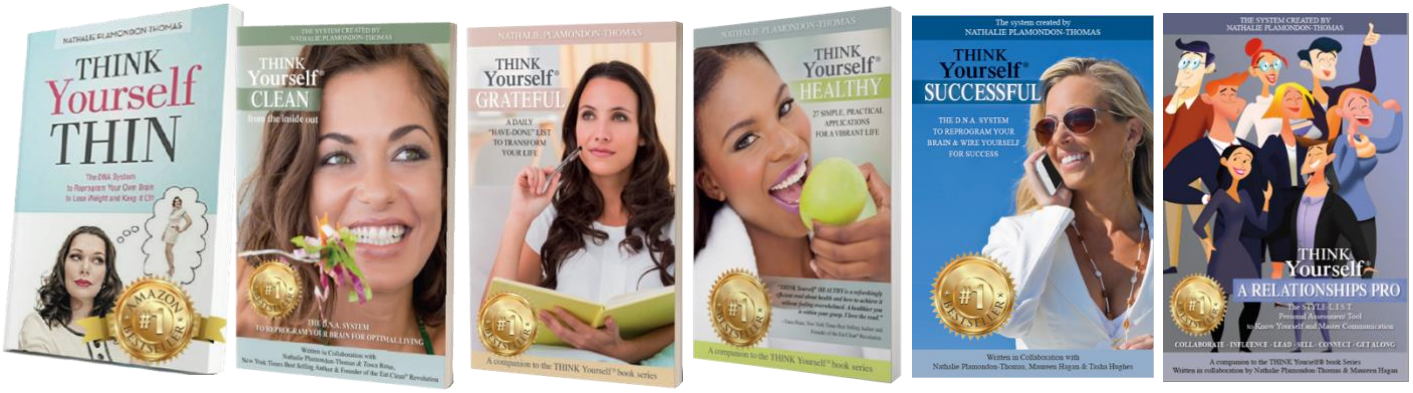

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THINK Yourself® AN AUTHOR

THINK Yourself® SEXY

THINK Yourself® SOBER

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NOTES: _____