

“Highest Paid Hard Work, and the Lowest Paid Easy Work” you will ever find!

“Conditioning”

The 5 steps Learning Process, PDR, DO IT!!

The circus elephant analogy

VS.

Power Dialing

(S.T.P. (video conf, desktop sharing))

Or the Barracuda/Sardine

FORMULA/STRATEGY/No Fear, Use Automation & Tools



ASK THE RIGHT QUESTIONS!!! “If you say it they’ll doubt it, if they say it its true!”

TOP THREE THINGS, VALUES, or SOLUTIONS you provide that market!

“The Golden Moment”:

1. Intro/Greet (Juice)
2. Question, 30 sec Q?
3. Blow By, and tie down
4. Value Prop/Question
5. Story/Trial Close
6. ZOOM Connect, Visuals
7. 6 Minute App/PO/Inv
8. Follow up bucket

4 LEVELS OF COMPETENCE

1. Unconscious Incompetent
2. Conscious Incompetent
3. Conscious Competent
4. Unconscious Competent

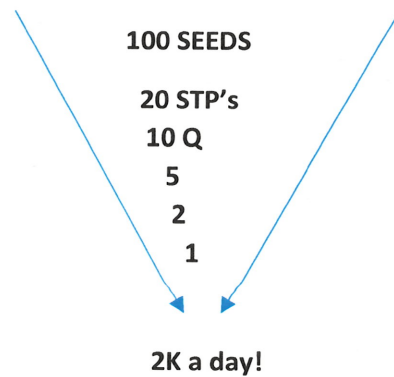
80% Prospecting

20% Selling

SALES SYSTEM ON STEROIDS!!

Eliminate Fear Producing Words from Vocabulary

1. Pitch
2. Buy
3. Sell/Sold
4. Commission
5. Total Price
6. Payment
7. Contract
8. Sign, Signature
9. Cheap or Cheaper



New Attitude for Failure and Rejection:

#’ S GAME (thanks for the \$100!”

Learning Experience

Negative Feedback you need to Change Course

Develop a Sense of Humor

Practice Technique and Perfect my Performance

Game you must play to win

CREED: “I am not judged by the number of times I fail

but by the number of times I succeed. And the number

of time I succeed is in direct proportion to the number

of times can fail and keep trying!”