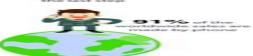
#### Sales Techniques (That

#### FIRST SOME FACTS ABOUT SALES:





20% will take more the 12 months

10%- 30%



63% of people requesting formation about your product or service today, will not buy for at least 3 months.

get a follow up call \*\*\*\*\* 80% are lest

#### **HELPFUL TECHNIQUES:**

ig the remaining 98% of sales will only occur once a buyer has strategies have been developed to help sellers create better

Nobody will buy anything if the person trying to sell doesn't believe in their product.

Country salespeople are more successful for persons to the product of the persons.

#### SHOW POTENTIAL RETURN ON INVESTMENT



All sellers listen to buyers. However, try and do a better job of actively listening by asking questions and following up in ways that show you have full understanding.

LABORATE
H PROSPECTS
Ins want to be part of the
tion. You need to work with
his to develop sofutions that



s like sellers who bring value ble, so you need to do more selt. Expand buyers' visions them new ideas that can heir train of thought.

#### UNDERSTAND PROSPECTS' NEEDS

LISTEN TO PROSPECTS



#### HELP PROSPECTS AVOID



# TRAITS EVERY GOOD SELLER SHOULD HAVE













# **Sold On Selling Skills Techniques Howto Series**

**Dick Canada** 

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painfully low salary It isn t until she hears about Petunia Lemon an opportunity to sell makeup products make some extra money and meet a group of skin care aficionados that she begins to see the light at the end of the tunnel Sure it sounds a little too good to be true but what s the worst that could happen Investigative reporter Lucas Miller didn t always have a chip on his shoulder until his wife joined Petunia Lemon drained their savings and filed for divorce Now he s a little bitter a lot single and determined to expose the company After infiltrating their largest convention yet the last thing he expects is to lose sight of his mission for one night with the gorgeous woman at the bar When Emerson and Lucas learn that she s his daughter s teacher they decide to ignore their scorching chemistry Until things with Petunia Lemon turn downright diabolical and Emerson turns to Lucas for help They work together to bring the company down but can the two come out on top in this pyramid 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