

TURBO COACHING FOR SALES PEOPLE!

WITH BETTER AND BETTER QUESTIONS

IN-HOUSE SALES TRAINING • WITH JIMMY Z!

How can you make *more sales in less time*?
Would you like to consistently increase your closing ratios?? To make more sales in less time, *you must optimize your abilities*. In fact, you must consistently improve your abilities. In this one highly motivating and refreshing day, you will learn how to get the most out of yourself and make the most out of any situation at hand.

Can you improve your effectiveness? By learning how to learn effectively, you constantly improve what you do and how you do it. This is the secret the best in the industry use. They are always improving their processes, strategies and skill sets to be more productive in less time.

Success leaves clues... and they *are* out-producing most of the industry, quite often *10 times* more productive with the same 24 hours you and I have every day. *How can you do it?* Come find out!

Out of this session you will ignite your ability to harness the power of:

Your Skill Sets to constantly improve your performance and overall effectiveness...

Your Belief in yourself, your company and your mission so it speaks louder than words...

Resourceful Emotional States that compel you to be at your best, and your customers to buy... And...

Your ability to Communicate and create the kind of rapport that sustains a much valued and mutually beneficial relationship with your customers, colleagues, and everyone you meet!

Call or [e-mail](#) For A Complimentary Mini-Workshop at A Staff Meeting For Qualified Companies!

As a Sales Professional, how much can you benefit from a day invested in learning:

- ◆ **How to read, distinguish and sell to their values** of the five different types of buyers - Belongers, Emulators, Achievers, Society Conscious and Needs Driven - the same strategies used by Madison Ave. Advertisers to sell you things every day on TV.
- ◆ **How to build a bonding rapport** with people and communicate in a more visual, auditory or kinesthetic style that they relate to vs. your own style and hoping they connect with you.
- ◆ **How to get them interested right away** in doing business with you!
- ◆ **How to create more credibility** for yourself, your company, and the services you provide.
- ◆ **How to find out their greatest challenges**, goals and ways to serve their needs well.
- ◆ **What trial closes are effective** to better qualify your prospect and make it easy for them to buy.
- ◆ **How to pre-frame, re-frame, de-frame and isolate objections** into sales vs. no sale.
- ◆ **How to get more referrals** out of every sales interview, whether they buy or not, so more people come to you!
- ◆ **The Board Break-Through Experience!** The session culminates with a physical metaphor that you will never forget! Each participant demonstrates what they learned in the session by modeling the Beliefs, Strategies and Physiology of a Ti-Kwan-Do Master and breaking through a 1" board with their bare hands! It's about Breaking-Through where you stop, and experiencing yourself more certain, confident and resourceful than ever before... **Unstoppable!!!**

INVEST IN YOUR ABILITY TO PRODUCE!

Register at 1-888-GO2-GROW (1-888-462-4769) or at TurboCoaching.com!