

Get The Sale



Presented
by
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How Selling Has Changed



80-90's



Now



Rapport V's Process

- Are You Being More Of A Socialiser Than Enrolling?
- Do You Have Strategically Placed Questions In Your Presentation?
- Does Your Communication Flow Seamlessly So You Dont Sound Salesy?



The Sales Success Blueprint



Billionaire
B.A.B.E.S.

Diagnosis

What Is Your Role When Selling?



To Diagnose the Customer
BEFORE
You Prescribe A
Course Of Action



The Explanation Makes That
Course Of Action A Reality

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What Make People Buy

People Always Back Up Their Purchase with
Rational Facts....But it's always the emotion that
makes us buy.



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What Makes People Buy

What Are The Emotional Reasons Why People Will Buy Your Product/Service?

They Do Want

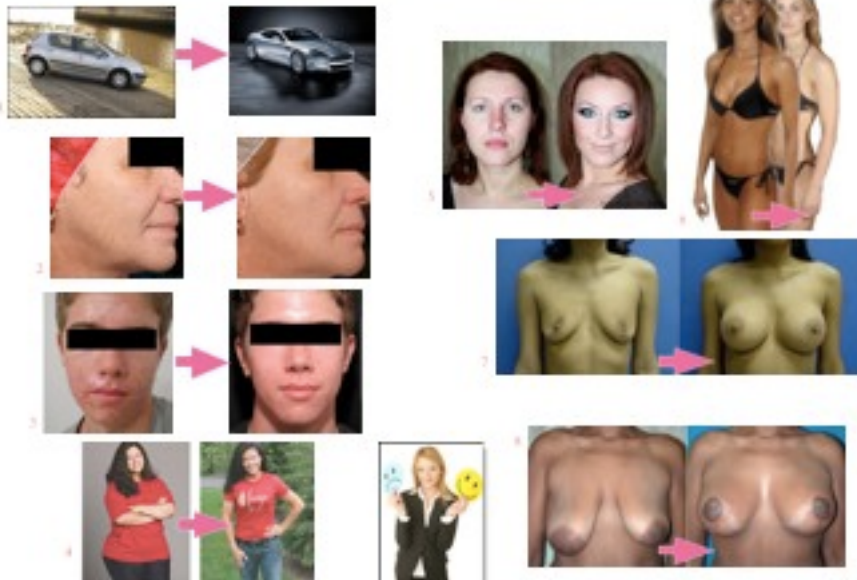
- ◆ Happiness
- ◆ Confidence
- ◆ Self Esteem
- ◆ Security/Peace Of Mind
- ◆ Success

They Don't Want

- ◆ Unhappiness
- ◆ Fear
- ◆ Disappointment
- ◆ Embarrassment
- ◆ Non Acceptance



Pain Motivators



Doctor Diagnosis

- **What** is your main goal/priority/outcome you want when it comes to...
- **Where** are some key areas that are being effected by you not having this no#1 Priority **or Where** are some key areas you are not happy with/concerned with?
- **Why** is that, what's going on there?
- **How** long has that been going on for?
- **When** would you like to see some changes by **or How** soon do you want to fix this by?
- **What** would it mean to you if things stayed the same?



Presentation

- **FACT:** Most presentations are a one way conversation
- **FACT:** Most presentations are a logical presentation
- **FACT:** Most presentations are delivered in the sales persons modality
- **FACT:** Most presentations are not tailored to the customers needs



Presentation

How Many Questions Do You Ask Throughout Your Presentation?

Test close your **BUTT OFF!**

- If you were to going to _____ what would you prefer _____?
- Which one are you leaning towards _____

- How many do you think _____?



Closing

Agreement

- 68% of the times a sales is lost because sale not asked for.
- As an easy decision making question- limit your options!
- Close on Dates, Times, Packages, Option, Secondary Question Close.



Business Bootcamp

- Get your business sales coaching needs on a shoe string budget.
- Have your very own tailored sales process designed specifically for you and your business.—
- Special offer for ABN

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