

# 7 WAYS TO CLOSE MORE SALES WITH CONFIDENCE

By Vicki Fitch

**SELLING:** Sharing information in an organized format to allow someone to make an informed decision



## Make Great Eye Contact

The Eyes are the "Window to the Soul" and the way we CONNECT with people.



## Develop a Powerful Voice

When you can't be seen, your voice is your only asset. Use the 4 C's to CONNECT to your audience  
Cadence, Clarify, Compassion & Confidence



## Ask the Right Questions

Don't interrogated but do find out their concerns. ASK the right questions and listen to the answers so you can CONNECT with potential customers.



## Find a Solution to their Problems

Be a problem solver. Help position your product as a NEED not a WANT. Help them get the best deal. That creates trust which CONNECTS you.



## Overcome Objections

Find the GAP using the scale of 1-10. "Peel the Onion" and use the "If I Could... Would You?" to CONNECT with your contacts and take them, to Endorphin-ville



## ASK for the Order

Deal with your fear. Re-frame the situation. Be careful of "back-peddling" & ASK for the order!



## C.U.L.T.I.V.A.T.E. the Relationship

CONNECT, Understand, Learn, Thank You, Initiate Contact, Value their Business, ASK for Referrals, Trust, Evaluate.

Download your copy of the book at [Vicki Fitch.com](http://VickiFitch.com)