

7 Ways to Close More Sales With Confidence Mastery Worksheet

NOTE: Record all your meetings if appropriate strictly for your own notes and to evaluate your progress!

✓ MASTERY

- 1. Make Great EYE CONTACT**
 - Mirror Friends/Family Public

- 2. Develop a POWERFUL VOICE**
 - Cadence Clarity Compassion Confidence

- 3. ASK THE RIGHT QUESTIONS**
 - Build Genuine Rapport
 - Ask Engaging Questions
 - Offer Suggestions or Appointment (IF APPROPRIATE – NO POUNCING)
 - Use the 4 C's (Cadence, Clarity, Compassion & Confidence)

- 4. Find a SOLUTION to their PROBLEMS**
 - LISTEN
 - Find a Solution
 - Create a NEED not just a WANT
 - Having trouble? Schedule a COACHING CALL

- 5. OVERCOMING SALES OBJECTIONS (Use Worksheet)**
 - Find out THE GAP (Scale of 1-10)
 - BE QUIET (Bite Your Tongue)
 - Identify Objection
 - Peel the Onion
 - If I Could Would You?
 - Having Trouble? Schedule a COACHING CALL

- 6. ASK for the ORDER**
 - Feeling FEAR? Schedule a COACHING CALL
 - ASK for the Order (No Hoping or Back Peddling)
 - BE QUIET (Bite Your Tongue)
 - Peel the Onion
 - If I Could Would You?
 - Having Trouble? Schedule a COACHING CALL
 - Take them to ENDORPHIN-VILLE with the best deal available

- 7. C.U.L.T.I.V.A.T.E.**
 - Connect Understand Learn Thank You Initiate Contact
 - Value Their Business Ask for Referrals Trust Evaluate

I Highly Recommend you connect with my for your COMPLIMENTARY 20 Minute Coaching Call!