

HOW TO SELL



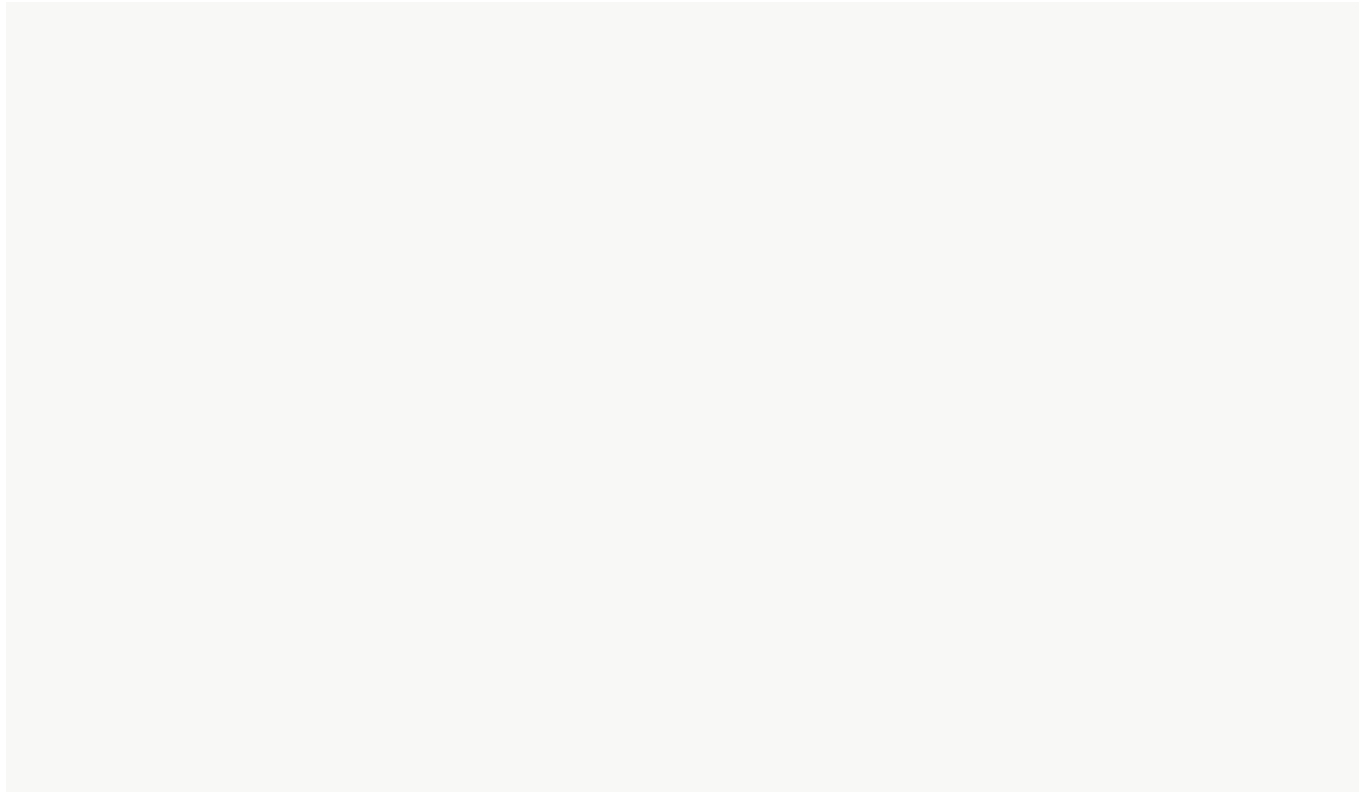
WHAT: Learn to love sales, see it as a service, and build your selling points.

WHY: Sales pay the bills and without them, you don't have a business. Unfortunately, many people have a negative view of sales. My goal is to change that AND turn you into a sales machine.

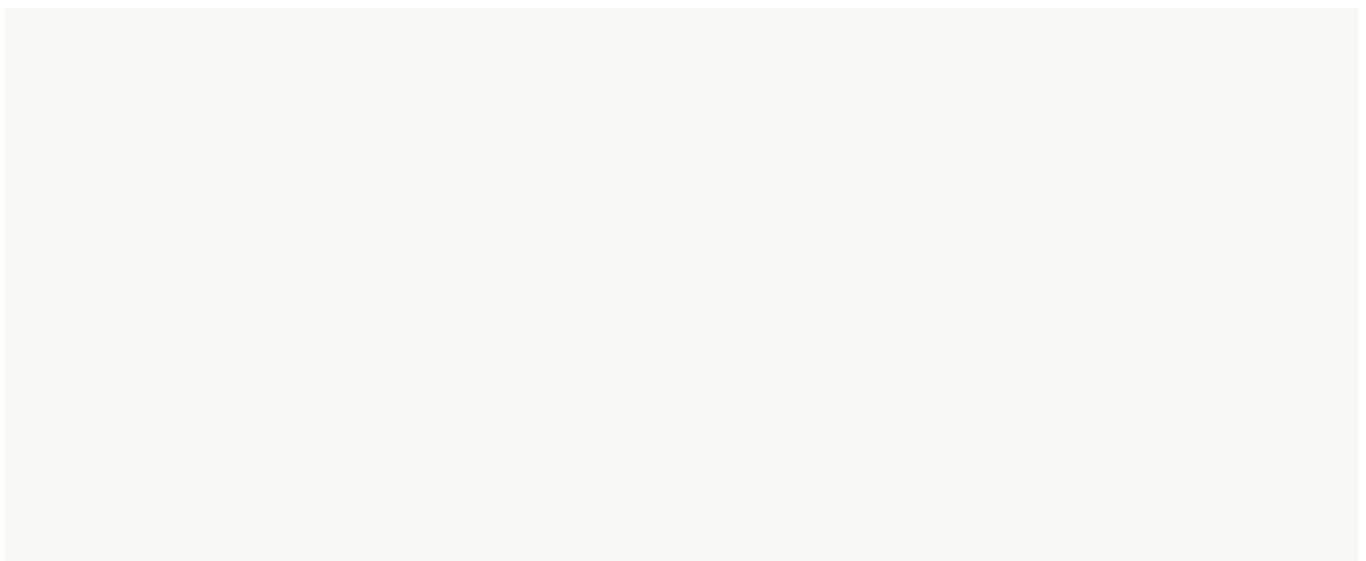
growth
GETTERS

sales mindset

WHAT COMES TO MIND WHEN YOU THINK ABOUT SALES?



ARE THOSE THOUGHTS ALWAYS TRUE? WHY OR WHY NOT?



sales mindset

WHY IS IT SO GREAT TO WORK WITH YOU?

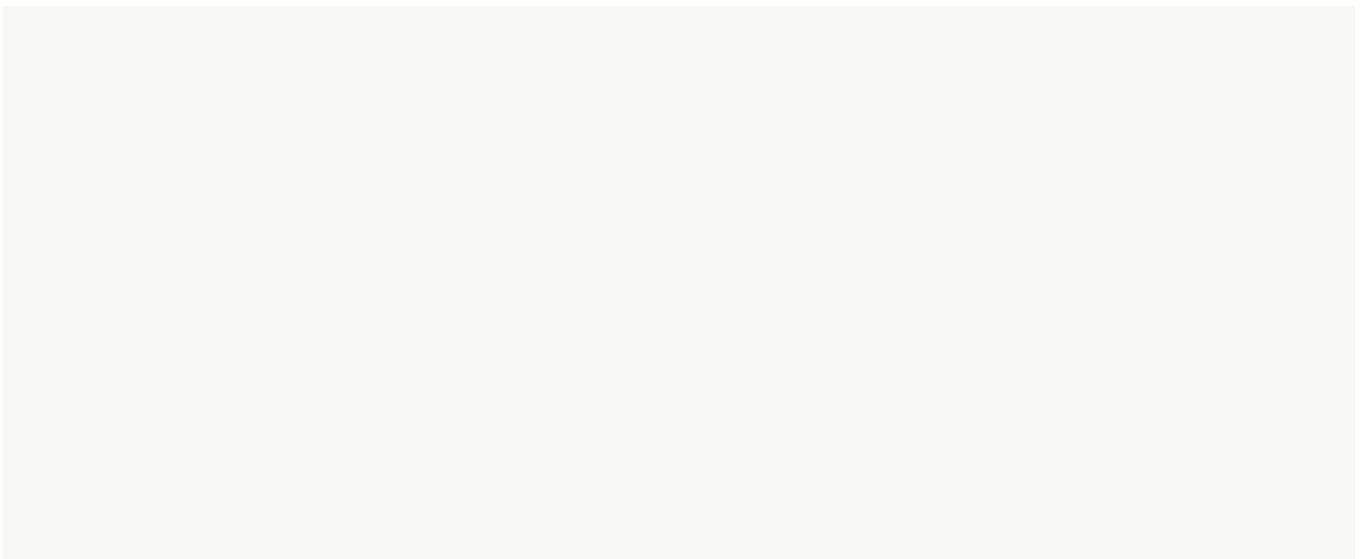
WHAT DO YOU WANT FOR THEM? (RESULTS)

sales mindset

MOVING FORWARD, I AM NOT AFRAID TO TALK ABOUT MY BIZ BECAUSE:



I KNOW THAT TALKING ABOUT MY BUSINESS MEANS:



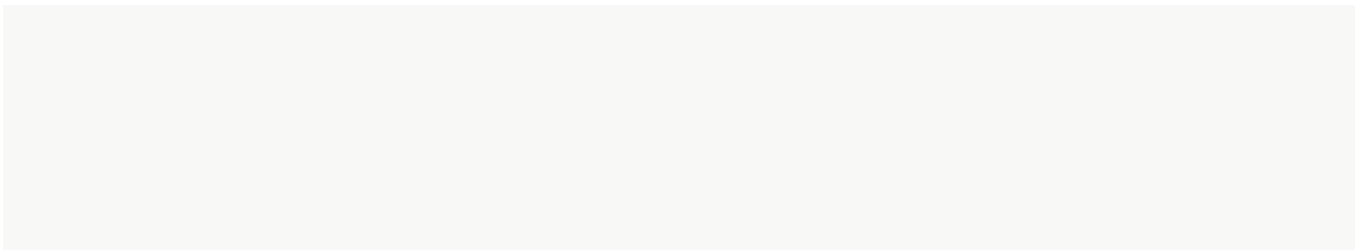
**Stop
selling,
start
helping**

the problem

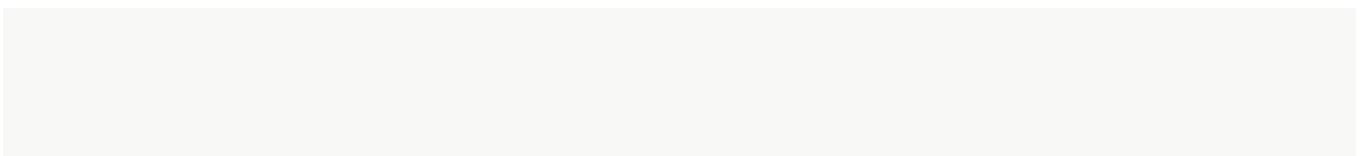
WHAT IS THE PRIMARY PROBLEM YOU SOLVE?



PRIMARY PROBLEM IN ONE SENTENCE



PRIMARY PROBLEM IN ONE WORD (NEGATIVE WORD)

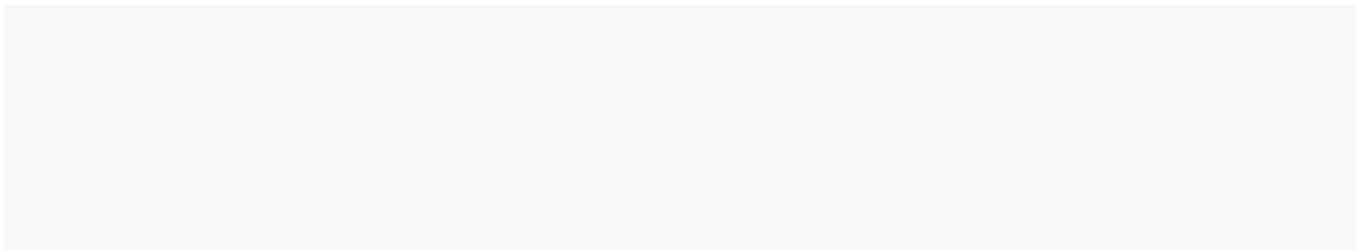


the one liner solution

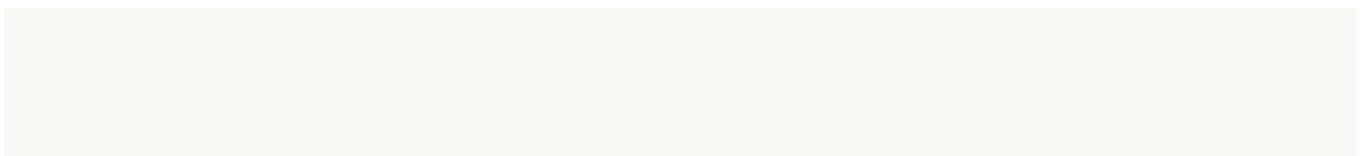
EXACTLY WHAT YOUR SERVICE IS



CONCISE VERSION OF WHAT YOU ARE OFFERING (THE SOLUTION)



WHAT YOU'RE OFFERING IN ONE WORD (POSITIVE VERB)

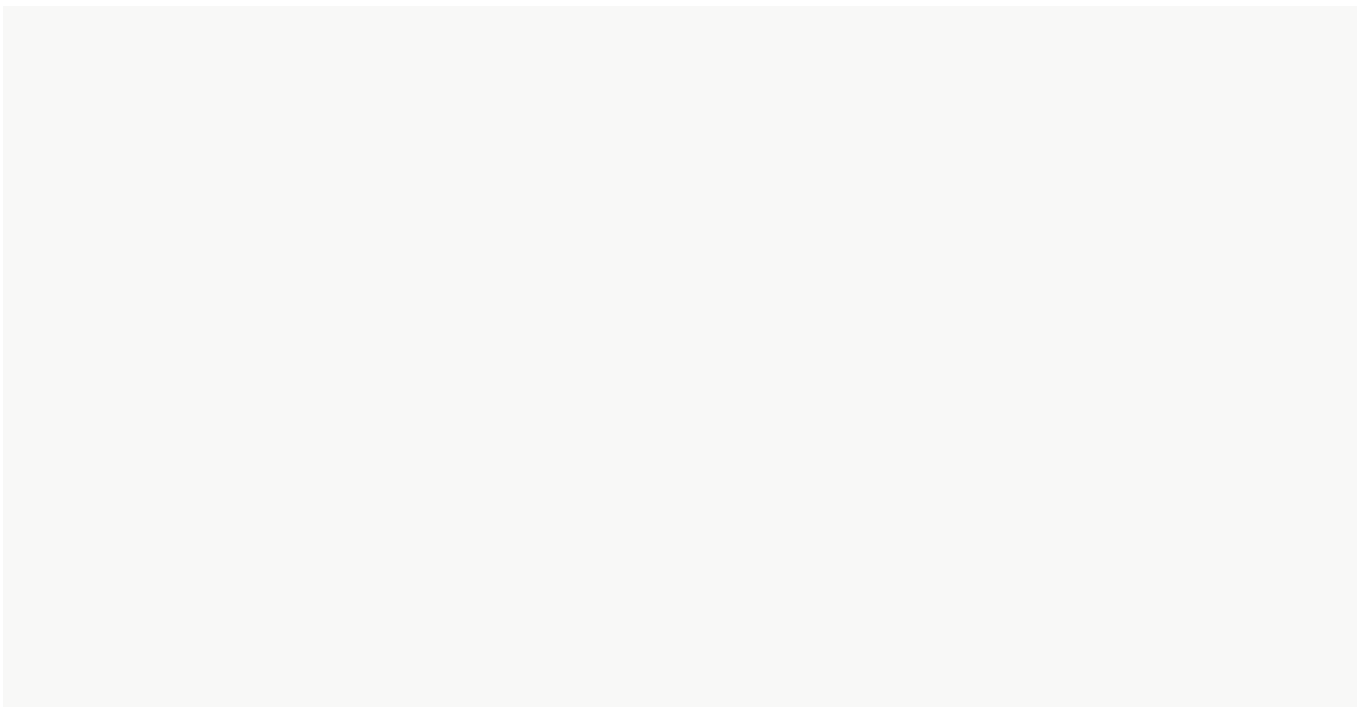


before & after

WHAT DOES YOUR CLIENT'S "BEFORE" LOOK LIKE?



WHAT DOES AFTER WORKING WITH YOU LOOK LIKE?

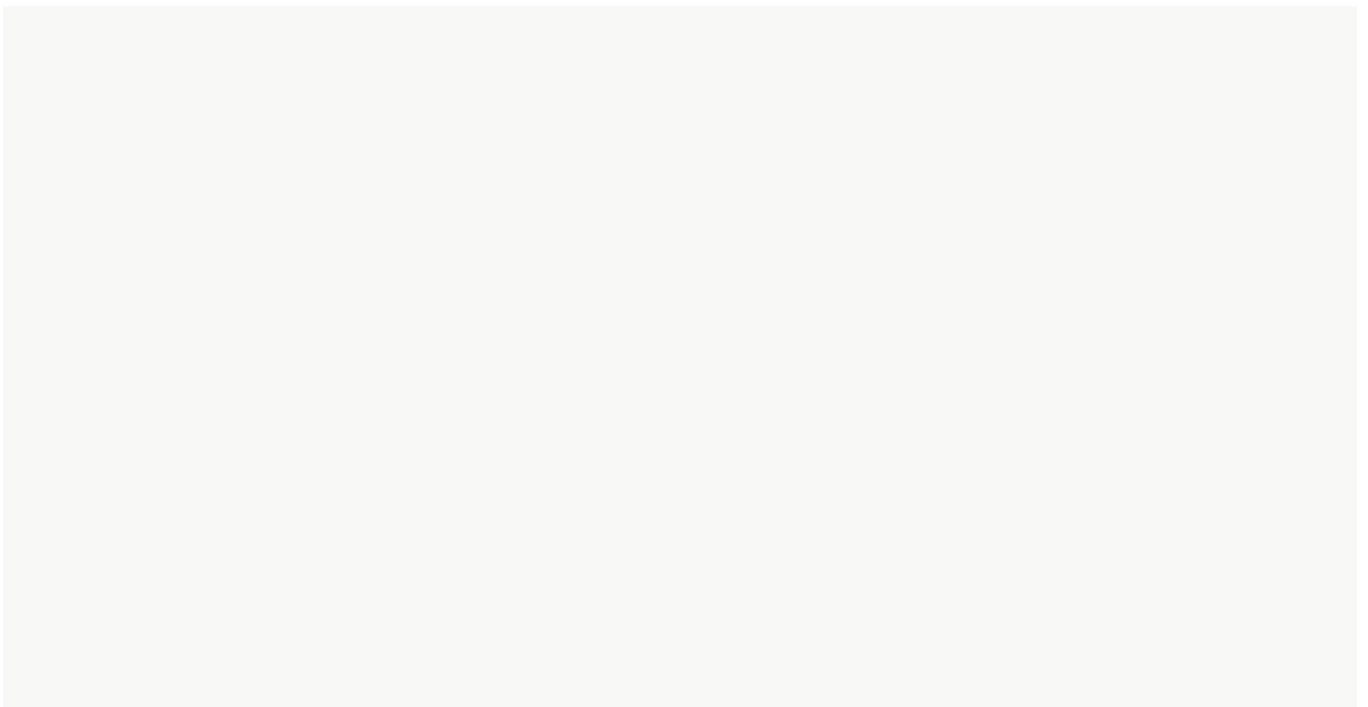


for & not for

WHO IS YOUR PRODUCT OR SERVICE FOR (BE SPECIFIC)



WHO IS IT **NOT** FOR?



outline the offer

WHAT'S INCLUDED:

1.	\$
2.	\$
3.	\$
4.	\$
5.	\$
6.	\$
7.	\$
8.	\$
9.	\$
10.	\$

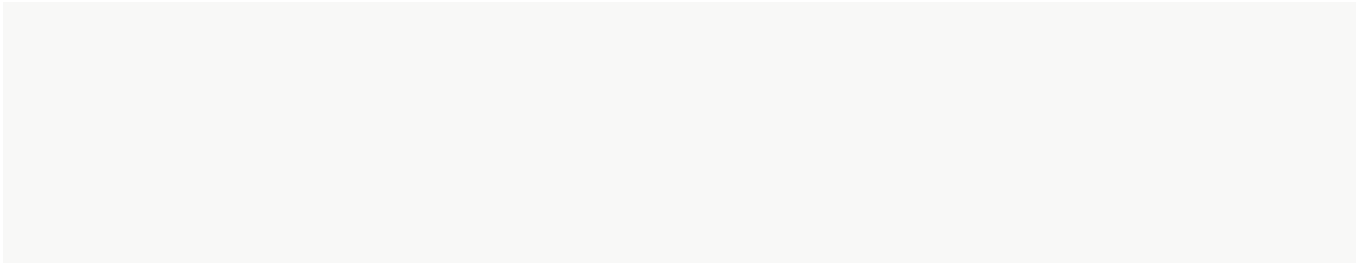
TOTAL VALUE

\$

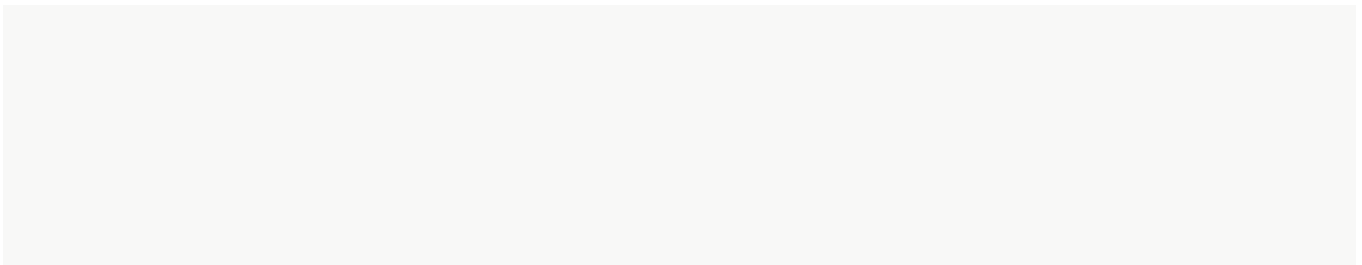
IDEAS FOR INCREASING VALUE WITHOUT REQUIRING MORE TIME FROM YOU:

the process

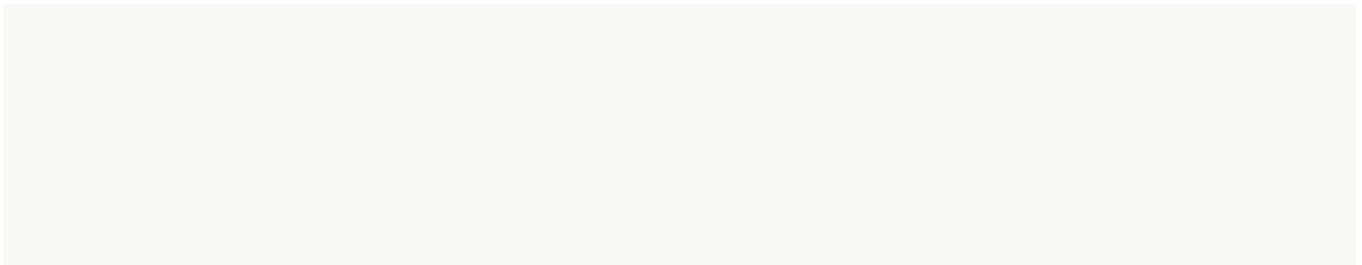
STEP 1 (THIS IS HOW THEY GET THE BALL ROLLING)



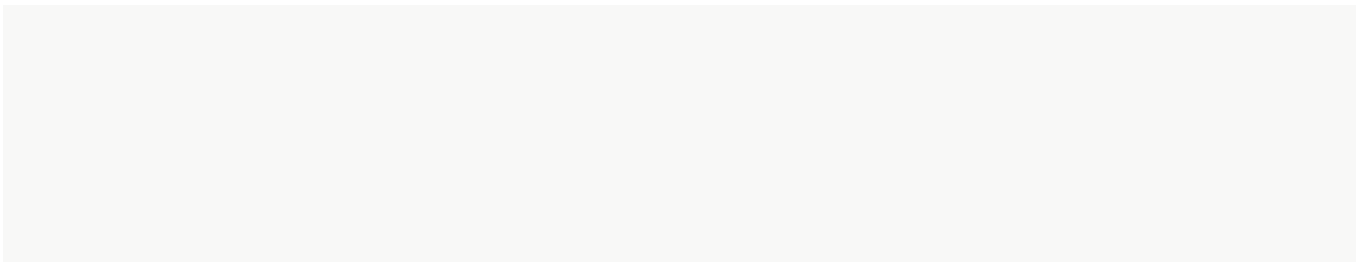
STEP 2 (THIS IS WHAT WILL HAPPEN WHEN WORKING WITH YOU)



OPTIONAL MIDDLE STEP (THIS WOULD BE A 2ND PART OF THE PROCESS)



FINAL STEP (THE RESULTS AFTER WORKING WITH YOU. AKA: TRANSFORMATION)



process examples

THE CEO KID (THECEOKID.COM)

how to get your kiddo started



1. ADD THE CEO KID TO YOUR CART, CHECK OUT & GET INSTANT ACCESS



2. LET THEM EXPLORE, TAKE OUR KID-BIZ IDEA QUIZ, AND JUMP IN!



3. WATCH THEM LEARN TO EARN FOR THEMSELVES!
#SUCCESSSKILLS

GROWTH GETTERS

YOUR GROWTH ACCELERATION PLAN



GET ACCESS

Monthly trainings, group calls, quarterly 1:1 coaching, and so much more for \$197/mo.



UNTANGLE THE MESS

Cut through the chaos so you can increase your income & have more time for what matters most.



START GROWING

No more wasting time and energy on things that don't work. Start experiencing focused growth.

FAB FIT FUN (FABFITFUN.COM)

How It Works



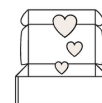
Make it Official

Choose your plan, enter in your info, and get ready for the best in home goods, fashion, wellness, beauty and more – all picked for the season and delivered to your door 4x a year!



Pick Your Products

During your Customization window, you'll get to choose some of the products to go in your box. The rest are a surprise! Then, find more favorites by shopping our Add-Ons sale.

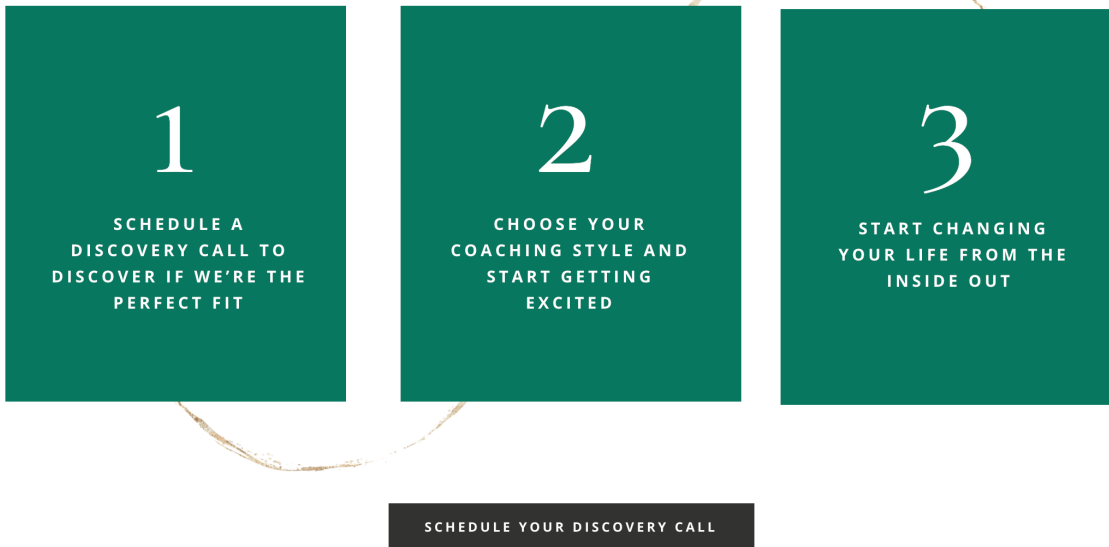


Live Your Best Life

Make the most of your membership by shopping our year-round flash sales with new items up to 70% off! And don't forget to check out the Community, Exclusive Offers, and other member perks.

JM - LIFE COACH (JENNIFERMARKOFF.COM)

HOW IT WORKS



VONCO MED (VONCOMED.COM)

HOW WE UNIQUELY HELP YOU



FULL SERVICE

Make life easier for yourself and have our team handle everything from planning to installation.



ANY BUDGET

With access to premium refurbished equipment, we're able to accommodate PT and ATC clinics big and small.



ANY TIMELINE

We deliver on time, everytime, so you can get back to treating patients.

SCHEDULE A CALL

UTAH LIGHTS (UTAHLIGHTS.COM)

Getting started is simple

1



CONSULTATION

Invite us over for a landscape walkthrough. Tell us how you want your landscape to feel, and we'll design the lighting to match.

2



INSTALLATION

We'll install your custom landscape lighting system with minimal disruption to your established landscape.

3



ILLUMINATION

Prepare for the wow factor. Relax in your outdoor space, wait for night to fall, and settle into a landscape bathed in artful light.

[REQUEST A CONSULTATION](#)

A PERFECT PLATE (APERFECTPLATE.CO)

Delicious meals prepared for you.



Professional, talented chefs

Our chefs are put through an in-depth interview process and testing. They are servsafe certified, insured and experienced.



Affordable plans

Our goal is to give you a unique experience that will not break the bank.



Flexible Options

We can tailor this experience to suit your needs and those of your family.

the benefits

WHAT ARE THE BENEFITS OF WORKING WITH YOU?

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

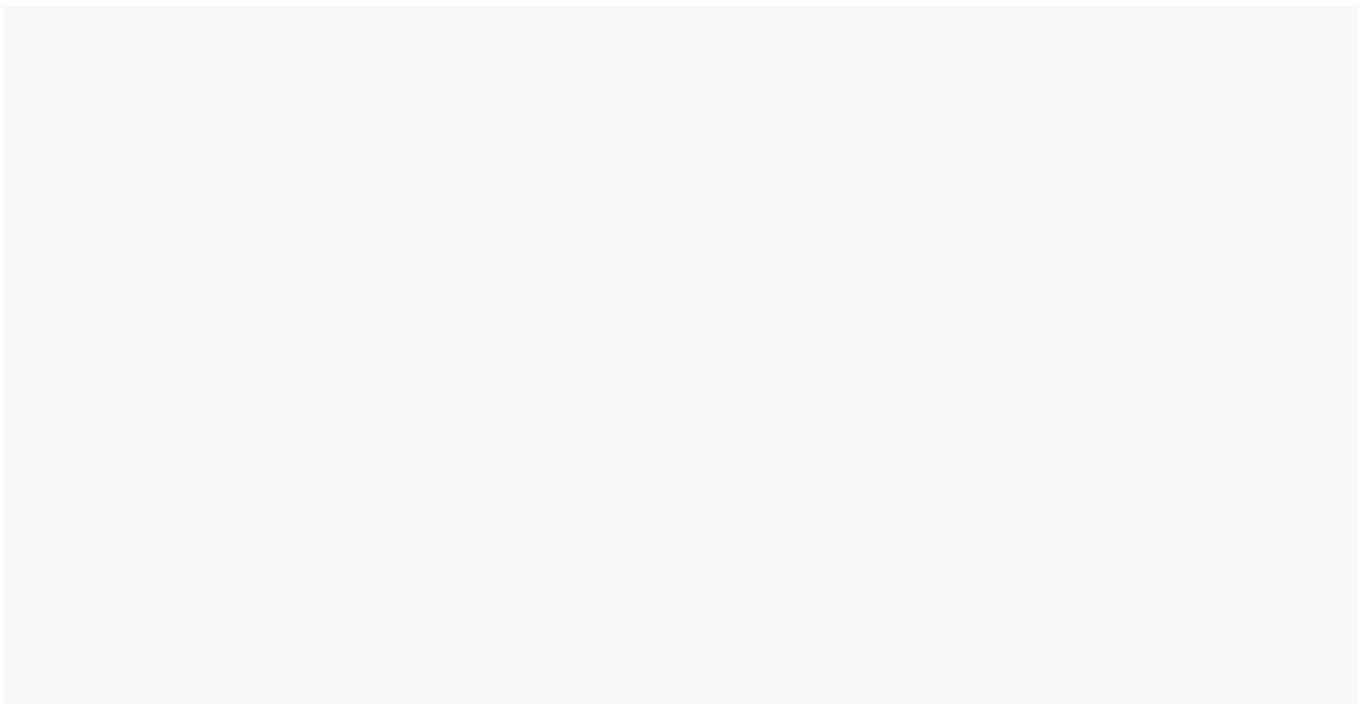
WHY WILL THEY BE SO HAPPY THEY CHOSE YOU?

simplify the solution

WHAT PARTS OF THE CUSTOMER'S YES PROCESS COULD BE FRUSTRATING?



HOW CAN YOU MAKE THE PROCESS SIMPLER?

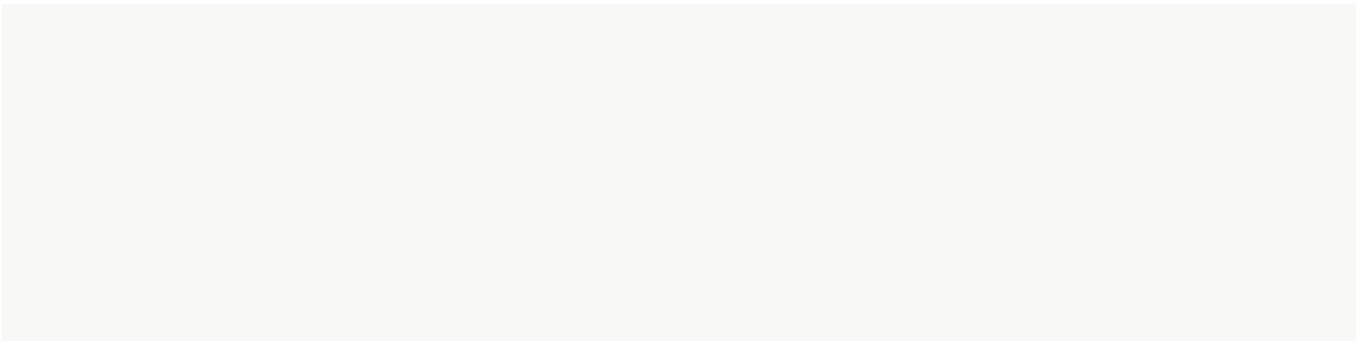


the promise (guarantee)

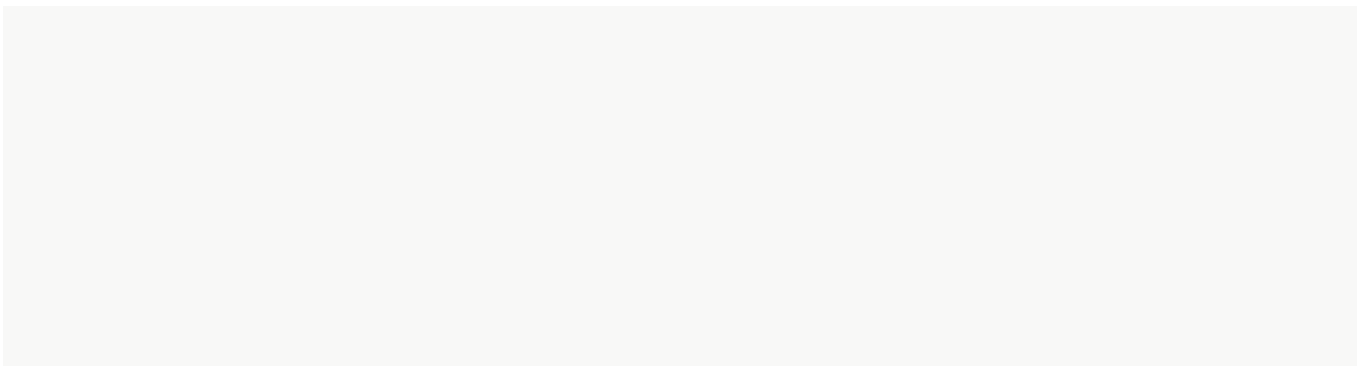
WHAT DO YOU PROMISE?



WHAT DOES A CUSTOMER NEED TO DO TO QUALIFY?



WHAT HAPPENS IF A CUSTOMER ISN'T SATISFIED?

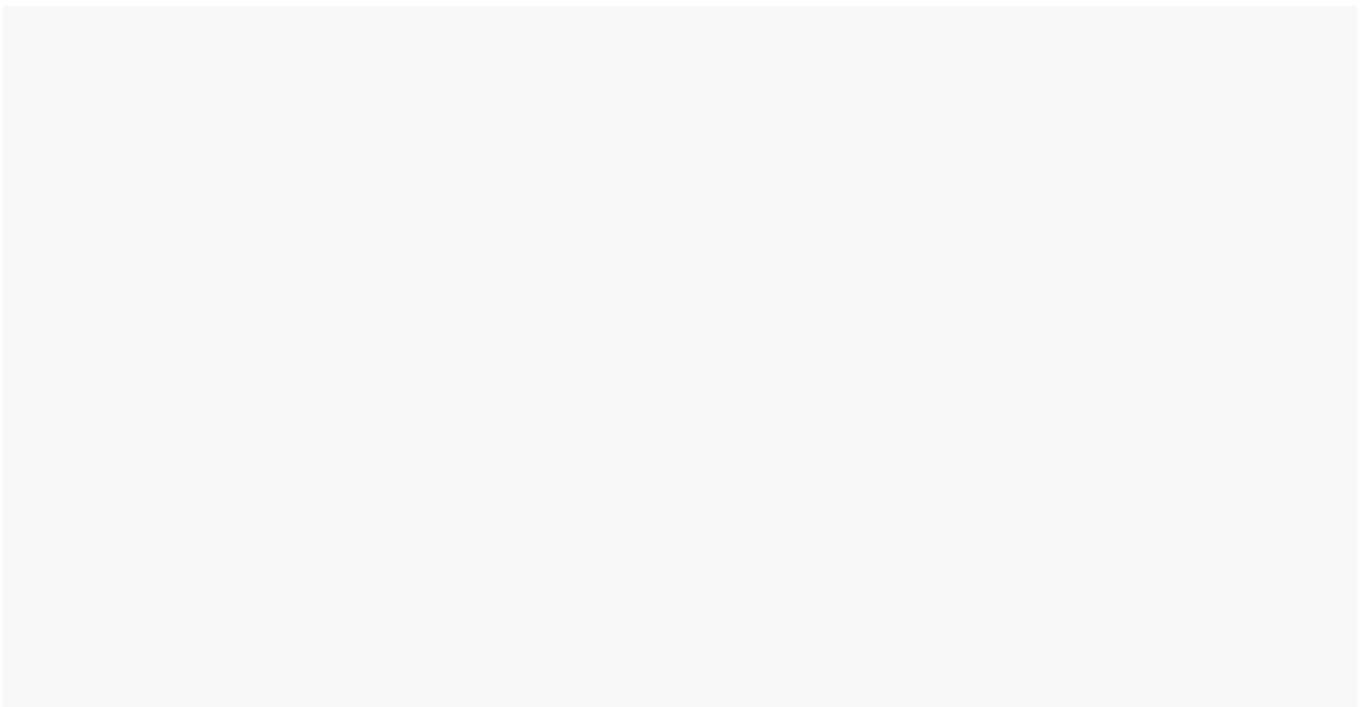


follow-up plan

WHEN WILL YOU FOLLOW UP?



HOW CAN YOU MAKE FOLLOW-UP EASIER?



follow-up plan

WHAT DO YOU NEED TO BE SUCCESSFUL AT FOLLOW-UP?

HOW CAN YOU BE BETTER ORGANIZED FOR FOLLOW-UP?

A woman with long dark hair, wearing a bright orange, long-sleeved dress with a gathered waist, stands in a lush green garden. Her hands are tucked into her pockets. The background is filled with large, vibrant green leaves, creating a soft, natural setting.

Reminder

Your customer doesn't care
how much you know until they
know how much you care.

Let's do it.

I'm on it!