Training #6

Powerful and Effective Sales

Where are you at right now with your sales? What is your current sales picture

Overall, how are you currently doing with making sales in your business?

- Terrible
- Bad
- OK
- Good
- Excellent

How are you doing most of your selling right now?

- In Person
- On the Phone
- Online

Copyright © Amazing Business Limited

Where are you at right now with your sales? ...cont.

How often are you involved in sales situations where you have the potential to sell to people?

- For Specific Sales Situations (Phone calls, Website Inquires, in store)

- For Possible Sales Situations (Business Events, Networking Groups, Social Events)

What is your sales conversion rate?

What do you struggle with the most when it comes to sales?

Copyright © Amazing Business Limited

Where are you at right now with your sales? ...cont.

What insights did you get from looking at your current Sales Picture?

Copyright © Amazing Business Limited

Sales Mindset

When you hear the word "sales or sales person" what words come up for you? Write down the first thing that pops into your mind, don't think about it, just write

Look at your current results around sales and see what mindset blocks that is revealing. What limiting beliefs do you need to clear in terms of sales?

Copyright © Amazing Business Limited

What benefits are your clients getting when they purchase off you? How are you helping them?

Copyright © Amazing Business Limited

Who are your target client group? Who are you selling to?

What qualifying questions can you ask to establish if the prospect is in your target client group and is has a potential to buy?

Copyright © Amazing Business Limited

What can you say or do in your marketing to pre-qualify people?

Copyright © Amazing Business Limited

Write down all the objections that you can think of that your prospects have or could have. And write down possible responses that you could use when you get presented with that objection

Copyright © Amazing Business Limited

How can you sweeten the deal and make your offer more compelling to get prospects across the line?

What could you upsell to those that have committed to buying?

Copyright © Amazing Business Limited

Online Sales Strategies

What elements could you improve in your online sales and how?

- #1 Have online sales page where people can buy off you

- #2 Keep the offer clear and simple

- #3 Keep your sales pages up to date

- #4 Build credibility and Trust

- #5 Address objections & concerns

- #6 Take the risk away

- #7 Call to action

- #8 Tracking and measuring

Copyright © Amazing Business Limited

Turbo Boosting Tips

What turbo boosting tips could you use or improve in your sales and how?

- #1 Practise

- #2 Don't get Beaten

- #3 Take time to build relationships

- #4 Follow Up

- #5 Be detached and relax

Copyright © Amazing Business Limited

Any other comments, “aha” moments or notes that you want to write about that came up during this week’s trainings?

Copyright © Amazing Business Limited

This Week's Checklist

- Watch all the training videos for Sales
- Change any of your current sales practices to incorporate the powerful sales strategies that you have learnt in these trainings
- Completed this Action Guide
- Attended the Kaizen Q&A Webinar on Monday
- Continue to observe of your thoughts, language, behaviours, habits during the week
- Continue your daily success rituals

Copyright © Amazing Business Limited