



RE-TRAIN YOUR BRAIN WORKSHOP

...TO GO TO THE NEXT LEVEL ?

TIME TO BREAK THROUGH THE PROSPECTING AND SELLING BARRIERS
THAT HOLD YOU BACK FROM EARNING WHAT YOU'RE WORTH!

Would Your Business Explode if you Excelled at...

- Asking Your Current Clients for More Business
- Prospecting for New Business
- Asking for Referrals

You Know How to do These Things!

This Program is about ***WHY YOU DON'T*** and
HOW TO FIX IT for Good!

THE QUESTION

What causes talented, capable, ambitious, intelligent SALESPEOPLE to not sell a higher number of products or services to current clients and prospects when they need it, want it and would buy it...

If only the SALESPERSON would ask?

THE ANSWER

The Re-Train Your Brain Workshop helps you to control/eliminate Sales Call Reluctance® (The silent killer of sales careers)

The Re-Train Your Brain Workshop

- > **A powerful interactive one day workshop designed to overcome Sales Call Reluctance®.**
- > **Uncovers which of the 16 types of Sales Call Reluctance you have and discover how it is holding you back!**
- > **Provides ongoing behavioral modification for long term sales success.**

THE RESULTS

By Participating in the Program Your Salespeople will:



**BREAK OLD
BARRIERS**



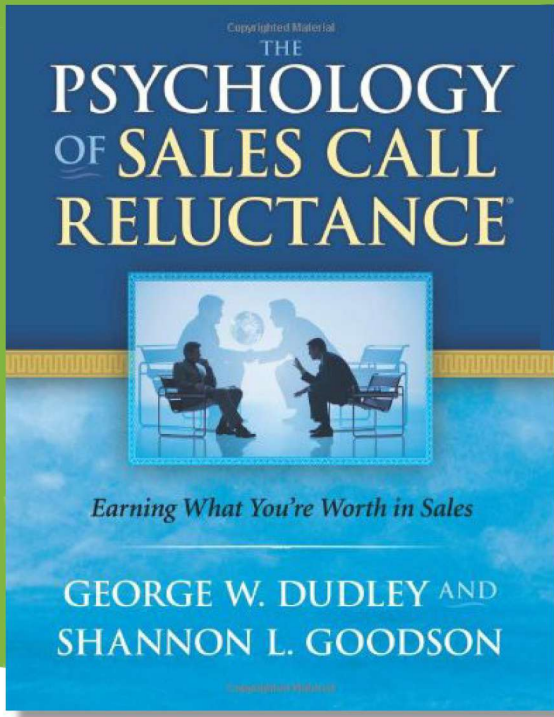
**ENERGIZE
YOUR CAREER**



**UNCOVER
FEAR**



**SELL
MORE NOW!**



- Uncovers the myths about sales success.
- Describes the 16 types of sales reluctance.
- Describes performance limiting behaviors you will recognize in yourself and others.
- Provides remedies for changing performance limiting behaviors.
- See realistic case studies and examples.
- Follow the Influence of Sales Call Reluctance throughout the sales cycle.

verizonwireless

“Our Gulf Coast Region achieved three consecutive record-setting sales months in a row after participating in this program.”
- Jason Smith - Associate Director

**COMCAST
BUSINESS**

“My team participated in your workshop yesterday and we set 20+ appts in 40 minutes of dialing-with lots of referrals. The team was highly engaged and very excited. This is a great training!”
- Mike Iannetta - Regional Sales Director



“Your workshop has increased our net presentation by 35% per week and as a result our sales region is on track to increase their sales by 46% over last fiscal year,”
- Michele Tomasetti

HAVE YOU EVER THOUGHT..

What is holding you back from generating more new business sales?

We use the SPQ*Gold FSA Assessment to uncover the barriers holding you back from making more prospecting contacts and setting more sales appointments. At the workshop you will receive the personalized assessment results which will be used to create an action plan so that you can control/eliminate your self-imposed barriers and increase your new business sales.



Agenda - The Re-Train Your Brain Workshop

Course Topics

What is Sales/Call Reluctance?
Myths and misconceptions
How fear inhibits income The 16 SALES CALL RELUCTANCE® Types
Why Motivation, Goals, and Focus are so Important
The Schematic Diagram of Fear
In depth review of your SALES CALL RELUCTANCE® Profile
Develop your Personal Prescription Program
Questions, answers, assignments

Post Course Training

4 Weeks of telephone follow up sessions

Research shows that it takes 21-30 days to form a new habit. Participants in our workshop will participate in 4 weekly telephone follow up sessions to insure they create new productive prospecting and selling habits.



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