



CHART
LEARNING SOLUTIONS

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Selling Your Best in Turbulent Times *From Breakage to Breakthrough*

Proposed Agenda, Customized to Your Needs

We've specialized in high-ROI sales programs for 25 years.

Here's what you'll get to ramp up your revenue in your on-site, energy-charged workshop:

Gain Competitive-Edge Sales Skills

- A can't fail question *guaranteed* to open doors to new business
- Two words *guaranteed* to increase your income immediately
- Four strategies for moving past indifference and objections to Yes!
- Build need, urgency, and close more sales with STeR™ questions
- Exceed the 4 levels of customer expectations* for off-the-chart results
- 10 powerful closes to advance the sale to Yes!

**based on research from over one billion customers over 20 years*

Sell More in Less Time

- Sales secrets of a billion-dollar producer, how he made it and kept it
- Five ways to reach your quota when the market is "off"
- Allocate time for your highest revenue rewards
- Build steady income by eliminating the "feast and famine" effect
- Make more money in less time by eliminating the 10 biggest time drains
- Two techniques for managing multiple "A" priorities for highest payoff
- How to build a straight referral business, ASAP!*

**based on Lorna Riley's book, 76 Ways to Build a Straight Referral Business ASAP!*

Manage Stress During Non-Stop Turmoil

- Four stages of thriving in non-stop change
- Turn failures, set-backs, and disappointments into triumphs
- Keep your energy up when you're feeling down
- Combat 10 chronic sales stressors and energy drains
- Stay actively calm during relentless turmoil
- Balance 8 key areas for maximum productivity
- Shift from victim to victor, identifying new opportunities

***Call 760-639-4020 for a free needs assessment
and to learn how you can bring in new business in less time!***