



Session Details

1hr Super Session

Points for discussion 1hr session

Mirroring techniques to build instant rapport

10min

- Including body language buying signals
- Creating relationships within minutes
- Opening customers up by mirroring
- Head nodding and smiling – training your customers to use

Getting your customers to say yes

10min

- Keeping your customers positive and staying in control
- Forming questions for positive outcomes
- Getting the customer to NOW

Questioning techniques to have your customers asking you to sell

10min

- Why ask your customers to buy if you could have them asking you to sell?
- Qualify your customers
- Have prepared answers and correct words to set your customers in mood

Positive mindset creates positive customers and more sales

10min

- Believe in the product/ customer
- Passion and emotion will increase sales
- Stop negative thinking – never has a positive thing come from negative thinking

Asking for the sale

10min

- Build rapport first
- Finding solutions for clients to buy instantly
- Have your customer come to the conclusion you want- Thought transmission
- Up selling and creating ownership- Key words to use and what not to

Buying signals

10min

- Body language buying signals
- removing customers from negative stance to a positive buying position
- Repeating information- clarifying
- learning styles and using customers styles to help them buy

Total 60min