

Only Present To Those That Agree To Buy First

Would your closing average go up if you only presented to those that agree to buy before you presented? Of course! So why don't you do it? Sound crazy? It won't once you understand the Sales Funnel® process. In the research phase of the sales process we ask clients what are their buying criteria. We then ask if we bring back a solution that satisfies those criteria will we be their provider? There are only 3 answers. **Yes-No-Maybe**. If they say **yes** we already have the sale! If they say **no**, we have saved an incredible amount of time because we do not present a solution. However, the most common answer is **maybe**. And what follows the maybe is the objection they were going to save until after you presented to delay the decision. As a salesmaster I am sure that you can eliminate the objection during your presentation. The problem is that in traditional selling we do not find out the objection until after we have presented.

Ask for the order before you present to smoke out the objection and watch your sales soar.

Till next time.

Ray Leone

www.salesfunnel.com

Ray@rayleone.com

843-795-9462

PS – The November boot camp is already sold out.

PPS – If you do not have the Sales Mastery Video Education Series, now is the time to buy. Call or email for special pricing. They make a great Christmas present that keeps on giving.