

Reciprocal Selling!

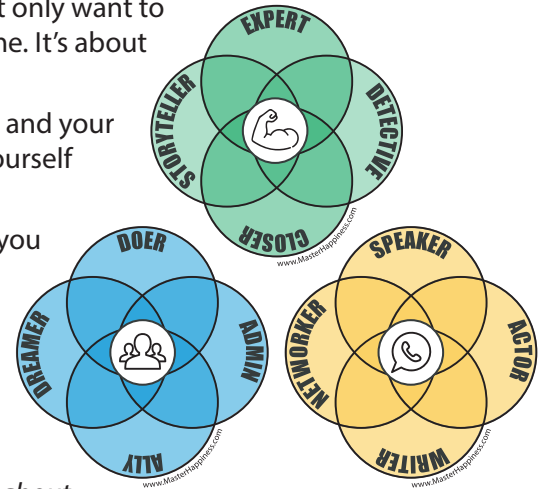
Class 200 121020

Reciprocal Selling is all about creating an environment where customers not only want to continue buying from you, but they want to encourage others to do the same. It's about creating iron-clad relationships that lock competition out.

In this class, you will learn to identify your Personality-Type, your Sales-Type, and your Presentation-Type. You'll be able to focus on your strengths and surround yourself with those who can fill in your gaps.

When you identify that YOUR solution is the right answer to THEIR problem you will be able to help your customers quickly overcome the 5 objections on their own.

You will become more eager to make those calls and close sales as you uncover which of the 4 Sales Categories that your potential customers fall into. **The game will become fun again and your numbers will go up!**



The Master Happiness methodology is all about "Learning while Laughing." You will have fun but will be expected to actively participate in order to get the absolute most out of these sessions. Lessons are a combination of lecture, impromptu presentations, and some homework. The class size is extremely limited so that every attendee can get their individual questions and concerns answered.

This class is taught in 8 - 1 hour sessions. And like all educational presentations by Master Happiness, LLC, these sessions adjust based on the needs and progress of the participants.



"I have always said that everyone is in sales. Maybe you don't hold the title of a salesperson, but if the business you are in requires you to deal with people, you, my friend, are in sales."

-Zig Ziglar

Search, Meet, Define - The first steps are initiating conversations that begin to narrow down your selection. Your time and their time is precious. Learn to quickly identify potential customers and paths to potential customers.

Authority - Be prepared to meet many Gatekeepers, Influencers, and Decision Makers along the way.

Need, Interest, Solution - The right solution for the right person at the right time does not always lead to a sale.

Competition - How do your strengths & weaknesses compare to the strengths & weaknesses of your competition?

Trust, Worth, Time - Learn to build credibility early on by becoming the expert in your field so that you can close when the timing is right.

Objections - If all is done correctly, you will have already answered all 5 objections. But be prepared to take a few steps backwards with confidence and questions.

Close, Over-Deliver, Referrals - Learn over 20 different ways to test-close and close sales. Then create an atmosphere where your new loyal customers will introduce you to more.

Marty Jalove is an International Life & Business Coach and an Award-Winning Public Speaker. Marty would like to help you uncover your Passion, Mission, and Evolution so that you can truly Master Happiness.



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