



Attention Frustrated Business Owners and Sales Managers!

Are you suffering financially because you aren't converting enough prospects into clients? Would you like to close more deals in less time and with less frustration than ever before?

Let Marketing Expert Nick Nichols Transform Your Team into Sales Dynamos!

Nick's 7-step High Performance Selling System training shows how to:

CREATE A POWERFUL OPENING STATEMENT... using words that precisely convey what you do so effectively that prospects can immediately determine if they want what you offer. This alone will increase your prospecting effectiveness exponentially.

DEVELOP RAPPORT WITH PROSPECTS... in a sincere, non-intrusive manner to open a relationship that will help you decide if you really want to work with them. This allows you to walk away from someone who is dishonest, unethical or doesn't meet your standards before you invest your time, energy and reputation.

DETERMINE NEEDS AND WANTS...using a series of carefully crafted questions that allow prospects to disqualify themselves at each step as you can determine your prospects' needs and wants. This helps you conserve your valuable time and resources so you can move on to other opportunities as quickly as possible upon disqualification.

ESTABLISH THE RULES OF ENGAGEMENT... so both you and your prospects will understand and agree on what constitutes their conditions of satisfaction. This forces prospects to give you overt approval of every aspect of the project before you write a proposal.

GET AGREEMENT FROM ALL DECISION MAKERS...by framing the scope, cost and terms of your proposal before you ever write it! This will save you the needless hassle and frustration of having to give multiple presentations or go back for approval later on.

EXPEDITE THE PURCHASING PROCESS...to eliminate all the stalls and roadblocks that ordinary sales people routinely encounter thus expediting the ordering process. This step virtually assures that your project will be properly authorized and promptly paid for.

SEAL THE DEAL...with a technique that guarantees your customers will be happy with their decision to buy from you and reduces the probability of cancellation to zero. In fact, your prospects will often thank you after the order process is complete.

For booking availability, please call Vicki Dooling at 702-808-2017.