

Actions for Module 3



Now comes the hard bit! How are you going to put into practice what you have learnt today? This sheet is to help remind you what we covered and identify what actions you have put into place.

What objectives have you set?

Are they SMART?

What are your long and short term goals?

What is your end goal?

How will you get there?

Are you opening with impact?

What is your opening statement?

Do you have - credibility, authority, likeability?

Are you qualifying your clients?

What questions can we ask to find out if we can work with them?

Are you using the Sales Structure or EASE?

Are you selling effectively?

Are you using the Sales structure?

What features, advantages and benefits can you use?

Can you use SPIN - continuations and advancements?

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Are you closing with commitment?

Are you asking for commitment?

Which options have you tried?

How can you personalise this to your style?