

Excel in

The

9 STAGES

of

THE SALES CYCLE to

Instantly

TRIPLE YOUR

SALES!

New Topic



**Leads
Reference**

**Follow-up
Cross-sell**

Telephone

Service

Rapport



The Sales Process

Delivery

**Presentation
& Objections**

Close

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LEADS

A “Lead” is a name from which you can contact and perhaps sell your product & services



“Leads” are to a sales person what blood is to the body



LEADS

Are you getting
a
CONSTANT
flow of leads ?

FROM WHERE?

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2 WAYS TO FISH



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**Always fish
where the fish
are MOST
HUNGRY**



ADVERTISE YOURSELF !



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Advertise & Contribute Articles

Radio



Magazines

Television

**Company
Newsletters**

Trade Journals

Daily & Weekly Newspapers

POSITION YOURSELF AS THE EXPERT

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New Topic



SYNERGIZE



**With Companies
that are enjoying
good business**

**With Companies
that are enjoying
good business**

Which
companies can
you
SYNERGIZE
with?



Which
companies can
you
SYNERGIZE
with?



Which Business to Synergize With ?

- **Non-Competitive Business**
- **Same Target Market**
- **They have a BIG Database**
- **Owner with the Right Attitude**
- **A Willingness to Test**
- **Their Customers Like Them and They Like Their Customers**



Is It Worth It To Pay ?

- **Work out your costs**
- **Know your Margins**
- **Lifetime Value of Customer**



*If you make more money from it
than it costs you !*

Belajar Seumur Hidup **TANPA BIAAYA IURAN**

Cara Paling **MURAH & MUDAH**
Tingkatkan Sukses Diri Anda

dari **James Gwee T.H., MBA**
Indonesia's Favourite Trainer

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Yang Pertama Dari **INDONESIA** Untuk **INDONESIA**



