How to Sell/Communicate To Others

Driver: Give the big picture and show how this give Be accurate,

make mistakes. details, don't

will help them reach

heir goals.

Show the benefits to the team as Amiable: whole.

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Make it fun, help

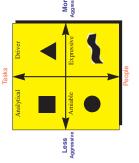
or be the center of

attention.

www.synergysolutions.net please call: (888) 230-2300

For other sessions,

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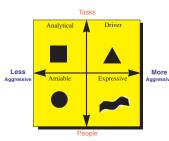
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How to Sell/Communicate To Others

Analytical:

Be accurate, give details, don't make mistakes.

Driver:

Give the big picture and show how this will help them reach their goals.

Amiable:

More

Show the benefits to the team as whole.

Expressive:

Make it fun, help them get out in front or be the center of attention.

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How to Sell/Communicate To Others

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Amiable:

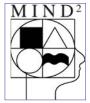
Show the benefits to the team as whole.

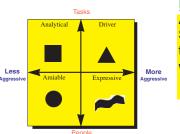
Expressive:

Make it fun, help them get out in front or be the center of attention.

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How to Sell/Communicate To Others





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Driver: Give the big picture

Be accurate, give

How to Sell/Communicate To Others

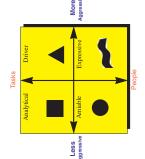
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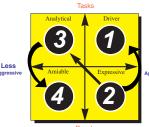
details, don't

heir goals.

and show how this



Approach to sell to a group



Approach to sell to a group

Less

Analytical:

Do: Give information, statistics, and outline of process

Don't: Make mistakes, miss details, make them be wrong

Will work with you: Because it makes sense

Driver:

Will do business with you because...

Do: Help them achieve their goals, how they will take action and benefit. Don't: Cause things to get out of control Will work with you:

Because it makes sense

Amiable:

Do: Get to know the team and them personally, build trust

Don't: Cause conflict, push too hard. Will work with you: Because they trust you

and will help the team.

Expressive:

Do: Make process fun, show them how they can win, and offer much praise Don't: Give a lot of details, be boring, or be negative

Will work with you: Because it's fun and they enjoy it.

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oush too hard Don't: Cause conflict Because they trust Will work with you: rust and them personally Do: Get to know the Amiable:

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win, and offer much **Don't:** Give a lot of

team

Do:

Make process fun

Expressive:

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Will work with you:

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Approach to sell to a group

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Because it makes Will work with you: miss details, make them

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Approach to sell to a group

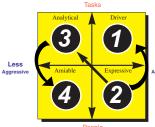
Expressive

Will do business with you because...

Will do business with you because...

Driver:

Approach to sell to a group



Amiable:

be wrong Will work with you:

process

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