

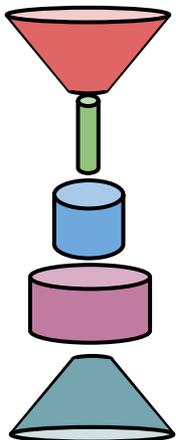
**Area 3: The Sale**

The "Yes" or the "No"

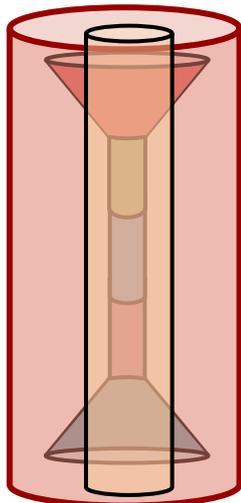
**How do we close more sales in less time?**

Area 3: The Sale is the most challenging of the five areas to automate to the point where it's running without us. What is the magic to getting our sales efforts to run in the most effective and efficient way?

**Often The Reality**



**The Ideal**



Cut paper in half. Roll paper to the proper level. Lower level smaller cylinder

|   |   |                           |                             |                      |                                |
|---|---|---------------------------|-----------------------------|----------------------|--------------------------------|
| What Shape do you like the most?  | What would cause you the most frustration?  |                           |                             |                      |                                |
| <input type="checkbox"/> Square<br><input type="checkbox"/> Triangle<br><input type="checkbox"/> Circle<br><input type="checkbox"/> S-shape | <table border="1"> <tr> <td>Things being out of order</td> <td>Things being out of control</td> </tr> <tr> <td>Conflict with others</td> <td>Things being boring or not fun</td> </tr> </table> | Things being out of order | Things being out of control | Conflict with others | Things being boring or not fun |
| Things being out of order   | Things being out of control   |                           |                             |                      |                                |
| Conflict with others  | Things being boring or not fun  |                           |                             |                      |                                |
| OR  |   |                           |                             |                      |                                |
| Not Sure ...or... I Think This is a Stupid Question   |   |                           |                             |                      |                                |
| <a href="#">Click Here For Full Personality Masteries Grid</a>  |   |                           |                             |                      |                                |

While there are many pieces to create the magic solution there is none so powerful as Personality Masteries. Learning how to think, feel, communicate, and understand others and then put that into a system is the magic.

**Area 3: The Sale**

**Top / Front**

**Area 3: The Sale**

The "Yes" or the "No"

|  |  |   |   |
|--|--|---|---|
| Level 1 -                                  |  | Ask key questions<br>4  | Do we have standardize powerful questions which help us to close quickly?   |
| Level 2 -                                  |  | Master "Present Solutions"<br>8   | Do we present solutions based on specific data and individual's personality?  |
| Level 3 -                                  |  | Why prospects are lost<br>13  | Do we know why prospects are lost and connect stories to overcome those losses?   |
| Level 4 -                                  |  | Apply 5 Freedom Fighters<br>18<br>How are you going to eliminate low dollar-productive activities?<br><input type="checkbox"/> 1. Delegate<br><input type="checkbox"/> 2. Systematize<br><input type="checkbox"/> 3. Contract out<br><input type="checkbox"/> 4. Hire someone<br><input type="checkbox"/> 5. Partner(s)<br>Time Management Freedom Fighters | Do we leverage the 5 Time Management Freedom Fighters for maximum productivity?   |
| Level 5 -                                  |  | Speed To Sell<br>23   | Do we have systems in place which continue to reduce the time it takes to close a sale?                                     |
| Level 6 -                                  |  | Dimension Penetration Expansion<br>27   | Do we have systems in place to fully penetrate accounts and expand our client base?   |
| Dimension "&"<br><b>The NEXT Dimension</b> |  |   | Have we mastered all the above to everything that we know we should be doing? Once we do, we'll jump to the next dimension. |
| Dimension "M"                              |  |   |   |