

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:

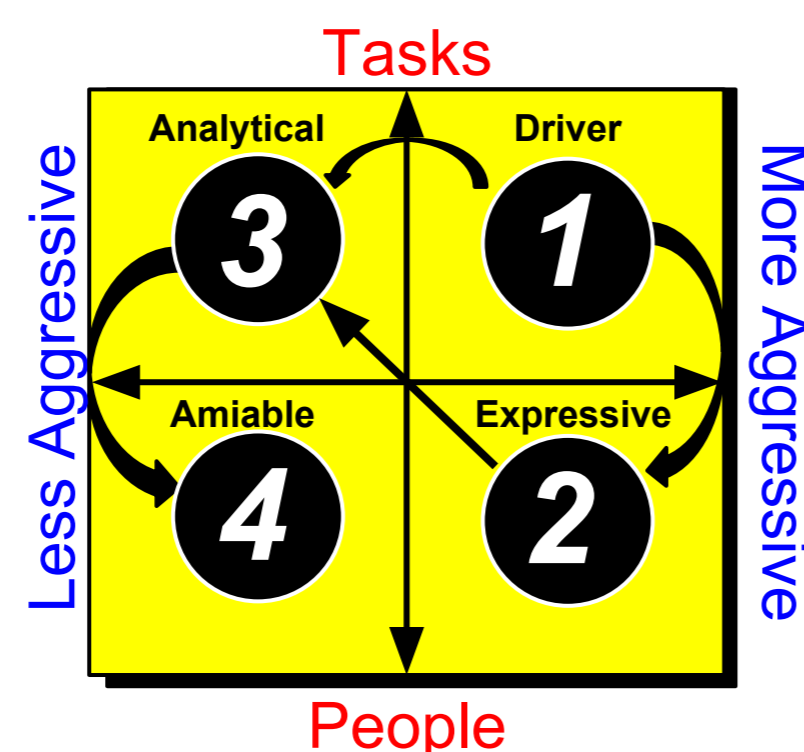
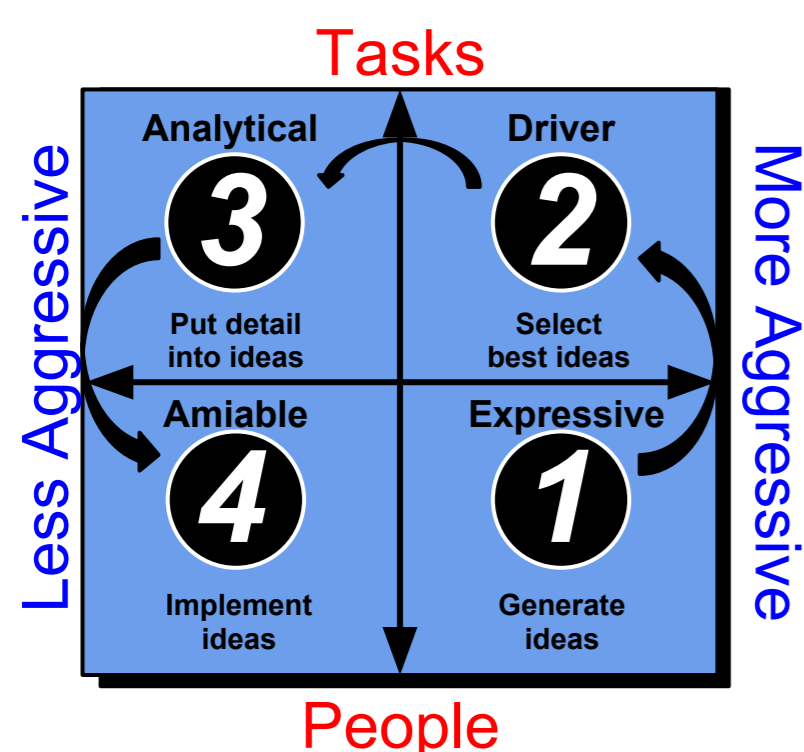
Show the benefits to the team as a whole.

Expressive:

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

Ways to best implement ideas

Approach to sell to a group



Will do business with you because...

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:

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 accomplishes their goals and vision.

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.

How People Like to Be Loved

FREE on-line personality/business assessment

Only takes minutes to complete

www.TheVisionProject.net

Referral Code: **XX1234** Marketing Code: **XX12**

Share this link with others in your life

Four Personality Types: How to Love/Motivate

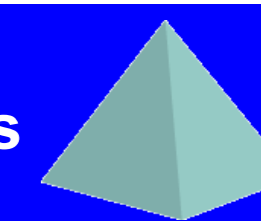
Analytical:

- Be recognized for their perspective.
- Keep things in order.
- Be clear with your communication.



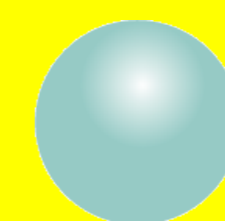
Driver:

- Help to get things done.
- Help to keep things under control.
- Get to the point quickly.



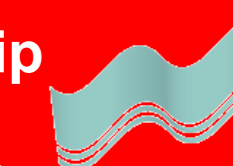
Amiable:

- Help everyone feel loved and special.
- Eliminate conflict.
- Communicate you care up front.



Expressive:

- Make the relationship FUN.
- Don't bore them with details.
- Be willing to listen to all the exciting ideas.



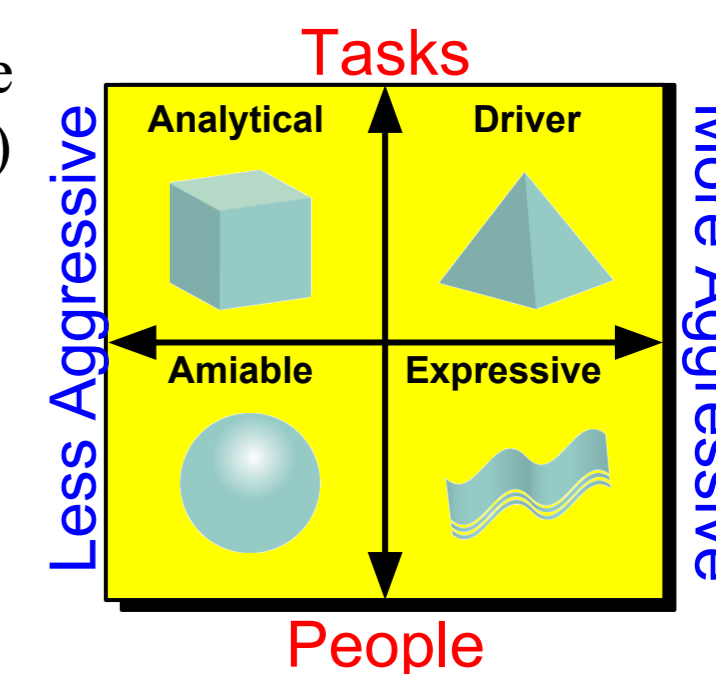
Answer the following questions for yourself, and then ask these same questions of your spouse, your children, your co-workers, and/or your boss. Write down the answers and go on-line. This will help you to understand new and exciting things about those you love and work with.

* Which of the following shapes do you like the most? (1 to 4 with 1 you like the most)



* Which of these four things would cause you the most frustration?

1. Not being done properly and in order
2. Out of control
3. Boring or not fun
4. Conflict with others



About: The Personality Masteries Life Success System is unique in that it will:

Understanding: Help you better understand yourself and others.

Connecting: Know specifically how you can get better, connect, relate, motivate, sell, present, coach, manage and assist those around you to reach beyond their dreams and goals in every area of their life.

Building: Assists you to know specifically how to better understand individuals, groups, and teams, therefore; enabling us to build stronger friendship, teams, and client relationships.

Call today toll free for an on-line demonstration:

888.230.2300 ext 221 or email success@synergysolutions.net

See first paragraph for full media presentation.

