

ATTENTION: Sales Consultants, Sales Managers and Principals

Increase **your** **Sales Performance** **by 20% plus, in the** **next 60 to 90 days.**

salespb provides you with a 90 day,
one on one mentoring and coaching program
to achieve your **sales personal best**
on a consistent basis.

*human***equity**

Growth Strategies
People Solutions.

You Will Learn...

- The number one thing that can hold back sales people's success (What 82% of sales people have in common but have no idea about)...
- Why your ability to build rapport is the number one ingredient to super sales success...
- How to start building rapport with any potential client rapidly, to create an environment where the truth of their needs and desires can come out...
- Why sales people are often creating the biggest buying objection of all, and why nearly all sales people will never know what it is...
- How to pick the personality of your client so you know how to sell to them in one of four completely unique ways...
- What the major, number one difference is between super sales people and the average sales person...
- Why the quality of your questions is the key to super sales success, not how much you know about your product or service...
- Why knowing a lot about your product or service or many years of experience in the Real Estate industry can sometimes be detrimental to improving your sales success...
- How to check the effectiveness of your communication with your clients, without asking them if they want to buy...
- How to avoid objections in sales, instead of trying to overcome them...

Whatever level you are at in the business of selling Real Estate, salespb is designed and delivered, such that you achieve your personal best, on a consistent basis.

Having a sales mentor and coach will give you more knowledge and skills for sales success, plus keep you accountable to the implementation of specific and consistent actions in alignment with your 90 Day Sales Plan.

Key Activities within the salespb coaching & mentoring Program include;

- Accountability of sales consultants to agreed actions aligned with sales pipeline.
- Isolation and clearing of limiting beliefs.
- Identify potential blind spots to overcome self-sabotage.
- Constant alignment with personal strengths, motivations and vision.
- Establishing a state of at cause in terms of personal responsibility and actions.
- Set and achieve clear specific targets in alignment with Key Performance Indicators.
- Set and achieve clear specific targets in alignment with Key Behavioral Indicators.

How salespb Coaching & Mentoring works:

1 x 2 hour Initial salespb Session;

Incorporating Hogan Personality Inventory and Hogan Motives Values and Preferences, complete with feedback on your strengths and how to harness them daily, plus a review of your vision and current behaviors.

5 x 1 hour salespb Sessions;

Incorporating Key Activities, as described.

Total Investment – 90 Day salespb Program;

Month 1 - \$1,650

Month 2 - \$1,100

Month 3 - \$1,100.

Payment monthly in advance.

Note all prices exclude GST/Valid 2008.

“What you focus on is what you get... it is absolutely essential to have a clear plan of action in alignment with the activities that are going to achieve the greatest results with the least amount of effort”

To find out more and to book a **FREE 15-minute salespb “sales personal best session”** call **NOW** on 02 9948 8066

Growth Strategies and People Solutions for the real estate and property industry throughout Australia and New Zealand.

Human Equity Pty Limited

Suite 4 / 544 Sydney Road
SEAFORTH NSW 2092

Phone 02 9948 8066 Fax 02 9948 8966
www.humanequity.com.au

human equity

Growth Strategies.
People Solutions.