



TRU MIRACLE SELLING

This session can take a sales pro and someone new to the industry to a new level of marketing, selling and customer service. Most people hate selling and that is why Bill Truax and Katherine Miracle invented Tru-Miracle Selling. This session will answer the following questions:

- ✦ What skills will you have to offer a customer?
- ✦ How do you find customers/employers?
- ✦ What is the best practice for Lead generation and Prospecting?
- ✦ How do you learn about your industry, the people, and the ways to get things done most effectively and also get known?
- ✦ What are the best ways to Network on line and face to face?
- ✦ Who can help you speed up the learning curve in salesmanship?
- ✦ How do I secure a mentor?
- ✦ How do you demonstrate what do you actually have to offer?
- ✦ How do you get people to act, how can you cause action?
- ✦ How can you handle objections?
- ✦ How do you keep the process from stopping dead?
- ✦ What are the best ways to follow up?
- ✦ What tools do you need to be successful?
- ✦ How to use goal setting to increase sales?

