

3 SLIDE WEBINAR

“things you can easily say that will position you as an expert”



1

Always keep in mind that the reason your prospect is sitting where he/she is, is that they want to make a **profit.**

**“USE THE WORD
PROFIT OFTEN”**

2



COVER PAGES:

- Specific not Generic.
- Outline the idea.
- Sell a KID.

Always assume your client has already “bought-in” -

“BE POSITIVE”



Always look your prospect in the eye. It is a sign of sincerity and confidence.

“EYEBALL YOUR TARGET”



Every time you walk into a prospects office, have an idea that is **designed to help them.**

“NEW IDEAS”

