

Sales Ninja

101







Lesson One.

A ninja BELIEVES in
what they are doing.



Lesson Two.

**A ninja has proper training
and the right tools.**



Lesson Two.

A ninja has proper training
and the right tools.

Seminars

Books

Find A Mentor

Proper Mindset

Business Cards

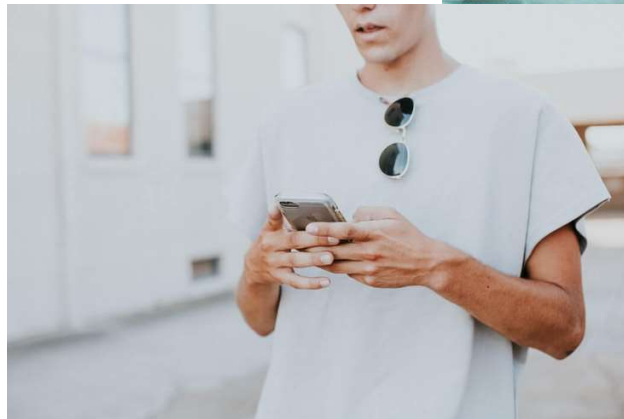
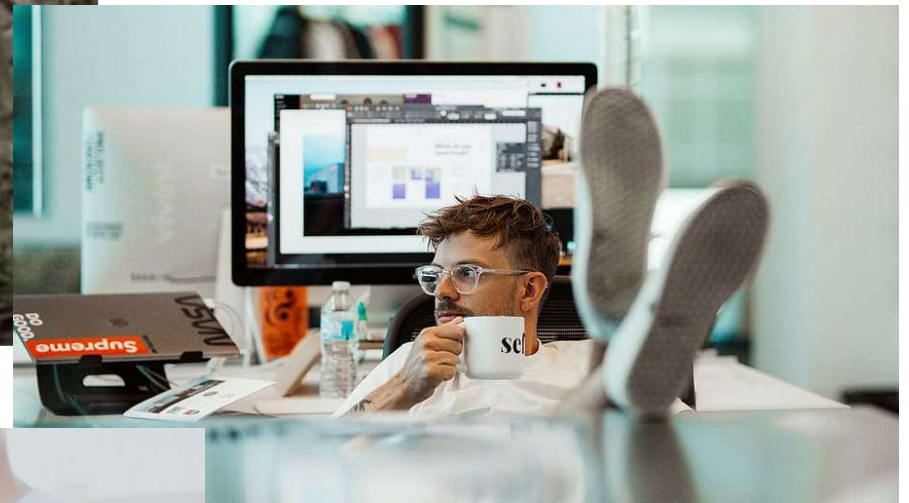
Sales Materials



Lesson Three.

**A ninja does their
homework.**





Lesson Three.

A ninja does their homework.



Stop Waiting

Don't Get *Too*
Comfortable

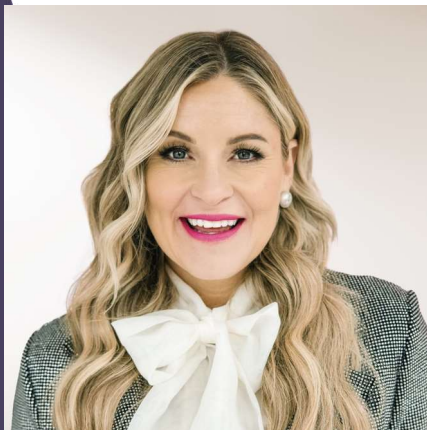
Reduce Time
Suckers

Research

Master Product
Knowledge



"An early speaking coach once told me how prepared you are shows how much you respect your audience, to which I agree, but I'd add something even more important: How prepared you are actually shows us how much you respect yourself, your craft, and your work."



Judi Holler, *Speaker, Author, FearBoss*



Lesson Four.

**Not every mission
is the same.**



Lesson Four.

Not every mission is the same.

Ditch the Pitch!

Be Genuine

Personalize Each
Conversation

Ask for Help

Cheerleaders

Delegate



Lesson Five.

**A ninja is present
in the moment and pays
attention to details.**



Lesson Five.

A ninja is present in the moment
and pays attention to details.

Limit Distractions

No "Multi-Tasking"

Schedule Time

LISTEN!!

Build Relationships

Not in Constant
"Sales Mode"

Work to Build
Trust



Lesson Six.

**A ninja gets in, gets out,
and gets the job done!**



Lesson Six.

A ninja gets in, gets out, and gets the job done!



Lesson Seven.

A ninja dresses the part.





Dressing well is a kind of good manners, if you ask me. When you're standing in a room, your effect is the same as a chair's effect, or a sculpture's. You're part of someone's view, you're part of that world, and so you should dress well. I find it's a show of respect to try to put on your best face and look as good as you can.

— Tom Ford —

AZ QUOTES



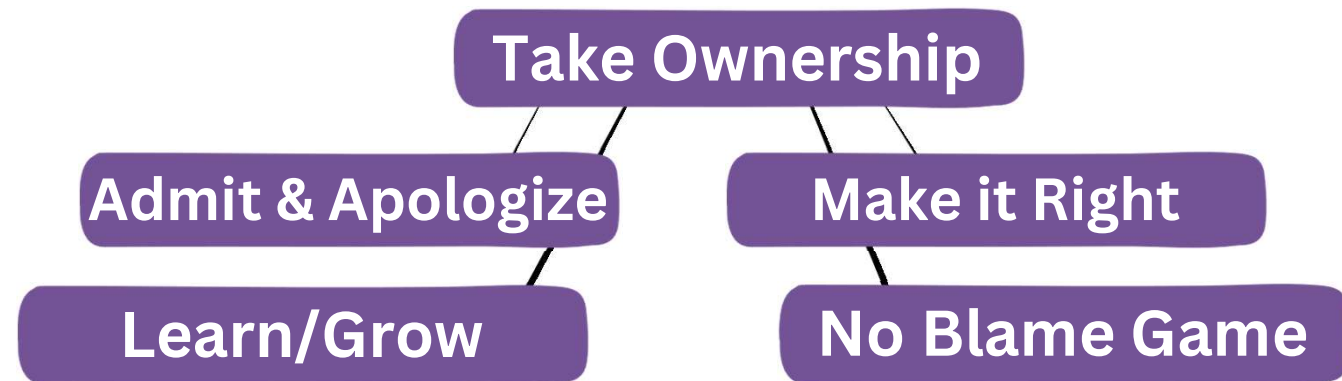
Lesson Eight.

A ninja takes ownership and control of each situation.



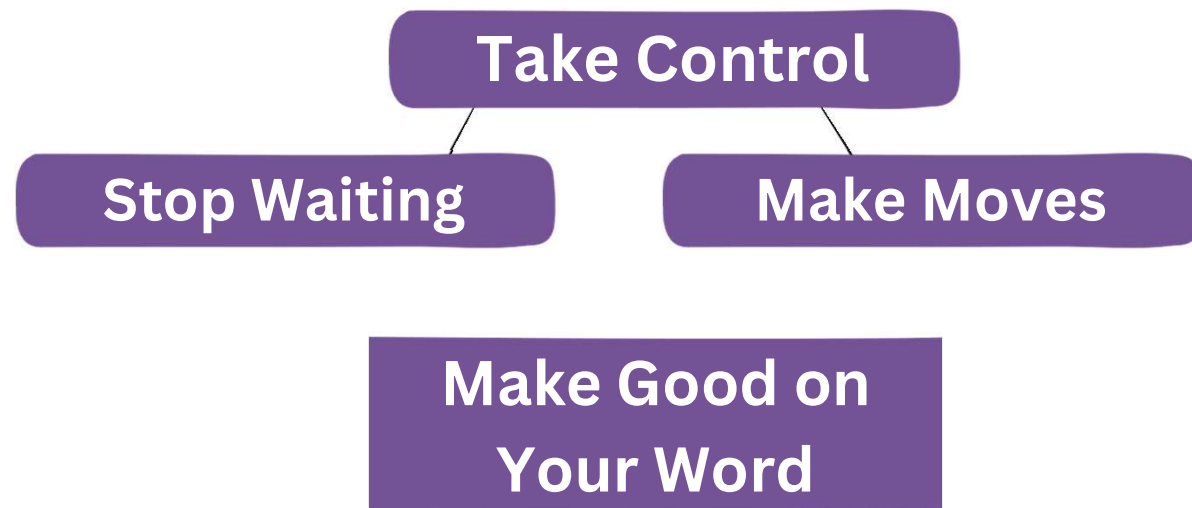
Lesson Eight.

A ninja takes **ownership** and **control** of each situation.



Lesson Eight.

A ninja takes **ownership** and **control** of each situation.



Lesson Nine.

A ninja does not brag.



“A finite-minded leader uses the company’s performance to demonstrate the value of their own career.”

-VS-

“An infinite-minded leader uses their career to enhance the long-term value of the company...and only part of the value is connected to money.”

"Money is a result, not a purpose."

"The goal is not to win, but to keep playing."



Simon Sinek, *The Infinite Game*



Lesson Ten.

Ninjas don't take days off.



Lesson Ten.

Ninjas don't take days off.

Show Up Fully



Know How to Hit
Restart

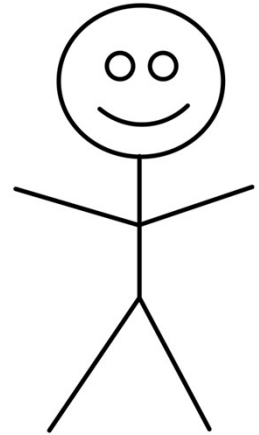


But wait....
you are human

Be Seen

**Learn from
Mistakes**

Show Personality



- One.** BELIEVE in what you are doing.
- Two.** Find proper training and the right tools.
- Three.** Do your homework.
- Four.** Do not treat every mission the same.
- Five.** Be present in the moment and pay attention to details.
- Six.** Get in, get out, and get the job done!
- Seven.** Dress the part.
- Eight.** Takes ownership and control of situations.
- Nine.** Celebrate, do not brag.
- Ten.** Don't take days off. (Show up fully)

Remember: Be YOU!!!!



**Be calm. Be confident.
Be effective.**



Stay in Touch!



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