



Key #1 (S)

MEMORIZE AND USE OUR ORGANIZED SALES TALKS

Great sale people and sales organization can always be traced back to one common denominator- a great sales talk memorized and used word-for-word by the dedicated salesperson. Our company relies on the use of an organized sales talk for many reasons. Listed below are reasons why key #1 is so important:

1. It eliminates misrepresentation.
2. It will build your prospect ' confidence in you.
3. It will build confidence in yourself. (no guess work about what to say, how and when to say it)
4. Generates consistently large incomes.
5. Gives you a proven track to run on.
6. Will win you more awards.
7. Takes the pressure off the salesperson and places it on the system (which has been effective since our company was founded).
8. Virtually eliminate all interruptions.

List some other reason for key #1 that you think of below:

Always remember, people want to do business with a professional. One sure sign of a professional is that he/she never stumble for words while giving a sales presentation. When you memorize and use our organized sales talk, it will help you to best present our benefit program, and close properly, earn a large income and win awards.