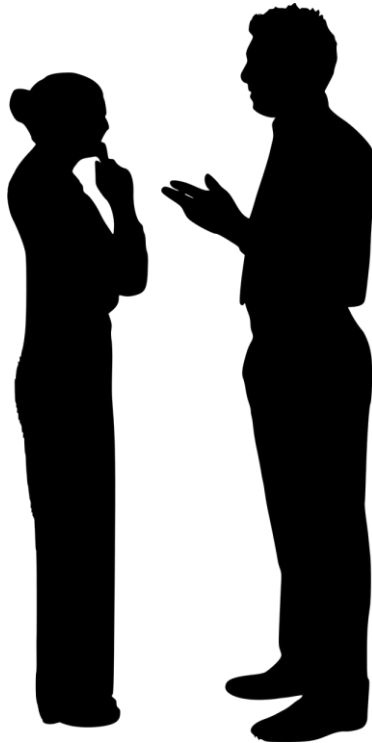


Sales Presentation - Simple



Sales Rep: “Hi! My name is _____. Nice to meet you. I work with people who are _____ (insert a good quality). And we provide solutions for/in _____. First of all, let me thank you for the opportunity. I want to make it worth your while. So before we begin, let me ask you a question or two. Would that be okay?”

Prospect: **answers**

Sales Rep: “When it comes to _____ (fill in the subject you are selling in), what is that main thing you have a lot of attention on that you would like to fix, change or improve on?”

Prospect: **Tells the Problem**

Sales Rep: “I see. How long **Problem** has been going on for?”

Prospect: **Answers**

Sales Rep: “I understand... And how does this **Problem** makes you feel? How does it affect **subject**?”

Prospect: **Answers**

Sales Rep: I see, so you are looking to solve this before it might get worse, right?”

Prospect: **Answers**

Sales Rep: “Great! So let me introduce you to the solution! We have **product**, that does _____(function) through/by _____(method). And it solves **problem** by doing _____(specific function). The features of it are _____, and _____, and _____, all for the price of _____. The best thing about it is that for this price, right now only you will also get as a bonus the _____(extra bonus or warranty)!”

Sales Rep:

“Now imagine if **problem** would be solved. How much better would you feel?” **wait for answer**

“What would you do then?” **wait for answer**

“How would you do then?” **wait for answer**

“How would things be then?” **wait for answer**

“I tell you what, we CAN achieve it! All you got to do is to sign here and here. Any reason not to get started in making this into a reality?”



Prospect: **Objects** (Not enough time. Not enough money. Needs to ask wife/husband/boss about it)

Sales Rep: “I understand that **objection**, but that is EXACTLY why I want to you to get **product**. Because it will help **objection** (Then simply explain why that is so). How do you feel about my offer now?”

Prospect: **answers**

Sales Rep: **Repeats the process above** **OR says** “Great, would you pay with cash or card?”

