

Simplest Sales Approach EVER

When you are not sure what to do, and how to sell.

Simply ask the prospect:

“What do I need to do in order for you to buy?”

Or

“What needs to happen for you to say YES I WANT THE PRODUCT?”

You are literally asking the method or sales pattern to sell to the prospect. Which is by the way 100% tailor made.

The prospect now can give you the way for you to sell to him.

Take note of what the prospect says to your question, and fulfil it to the best of your ability.

If the prospect says “I will buy if your product is cheaper than the competition”. Then go ahead and bring up some documents that shows how your product is more affordable than your competition.

If the prospect says “Just solve my problem”. Great! Now go and find out his problem and show him how your product solves his problem.

Simple as that. Whatever the prospect says, you can do. And this will be the simplest sales pattern of your life.