

MONTH 1: COMMITMENT, YOUR GREATEST POWER (LISTEN TO 'DAY 1' AUDIO)

LAPS – Listen, Analyze, Practice, Share.

*First **Listen** to the audio referenced above. Then **Analyze**, the audio content further by reading the notes and completing the exercises in the Learning Management System. Now you are prepared to Practice that which you have listened to and analyzed as you work with your clients and prospects. Finally, on the last Friday of each month our entire sales organization will gather to **Share** key learnings and applications in market.*

The power of influence is the single, most important skill you can master.

START WITH YOURSELF

The purpose of this program is to improve the quality of your life and the most important person you can learn to influence is yourself. This program will keep coming back to that core foundation.

If you come from a place of deep caring to develop a strong relationship with people, if you look for their deepest needs, not just what they say they want, but what their gut level wants and needs are and you help them to get them there will be no limit to the income, the joy and the deep friendships you have.

The 5 Steps to Mastery

1. Initial impact
2. Repetition
3. Utilization
4. Integration
5. Reinforcement

Compelling Reasons Drive You

The number one thing that drives the best influencers in the world is that they have compelling reasons that drive them. 80% comes down to finding a big enough why, 20% is the how.

Valpak Clipp principle

We believe local business is our heartbeat. It's at the heart of our why.

We take pride in driving local impact, knowing that it keeps our neighborhood, thriving and strengthens our great country.

10 Top Sales Strategies

They have the ability to...

1. Affect their own emotional state
2. Manage the customer's state
3. Prepare themselves physically and emotionally
4. Prospect effectively and enjoy the process
5. Build trust
6. Create and sustain interest
7. Qualify prospects - find their deepest need
8. Give prospects a new way to justify buying
9. Close the sale and obtain commitments
10. Follow-up and create sales leverage

STRETCH YOURSELF – MAKE THE FOLLOWING COMMITMENTS...

If you've made the decision to master this material, then make the following commitments right now. I commit to...

1. stretch myself and I am committed to this because...

2. being totally responsible for what I get out of this program, and I am committed to this because...

3. being flexible and I am committed to this because...

4. being a team player and I am committed to this because...

5. manage my state at a high-level of energy and I am committed to this because...

EXERCISE – WHAT ARE YOUR REASONS?

What's the difference between the best influencers and everyone else? They have compelling reasons to get themselves to follow through. Don't leave the session until you give yourself some compelling reasons for mastering the material. Think about the following questions and jot down your answers.

1. Why is this program a must for you?

2. What's the most compelling reason for this material now?

3. How can it impact the quality for life and those you care about?