

Getting into the right Mindset for Sales!

About Me

- 18 years of B2B Sales
- Many Mistakes / Few Great Successes
- I will share what works!
- Check out what BIGJUMP does on our [website](#).

Today's Presentation

1. Manage your own psychology when:
 - Prospecting
 - Selling
 - Closing
2. Answering specific questions
3. Q&A

Prospecting

- Sales is hard for everyone 😊
- Be you!
- Rejection
- Build your “sales muscle”
- Empathy

Selling Stage

- Be a doctor 😊
- First meeting = building relationship
- Ask the single most important question!
- Customer requirements vs. product benefits

On Closing (part 1)

Checklist

- ✓ Have a deep understanding of customer needs?
- ✓ Does your proposal address their needs?
- ✓ Have you asked
 - ✓ Their decision processes?
 - ✓ Timeframes?
 - ✓ who has power to sign off?

On Closing (part 2)

- 1. Confirm when they want to realise the benefits**
- 2. Work backwards:**
 1. Confirm price and product
 2. Sign off on Proposal
 3. Delivery
 4. Training and Implementation

Next Steps

- **Free 15 min phone call**
- *Help solve your individual closing strategies*
- *Email: paul.davies@bigjump.com.au to book a time*

Q&A