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I hope you found value in these ideas. Keep me posted on how/if I can help you and your team achieve more sales success.

You can always reach me at...

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TimWackel!



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How important are
relationships to your
overall success?

Two questions...

#1. What are you teaching?

#2. How much time do they invest?

Why people buy...

6% Price

38% Better product/service

56% Relationship

Everyone knows your name

Everyone returns your call

Everyone tells you the truth

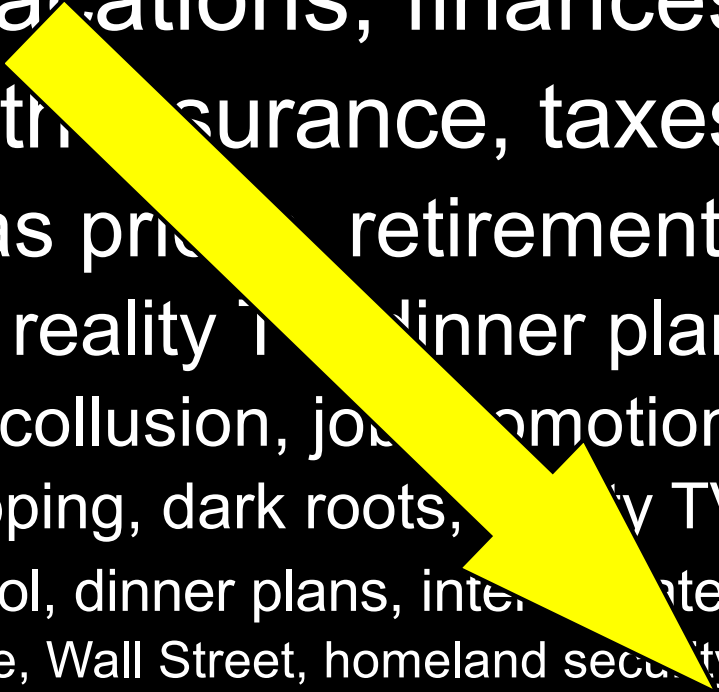
Everyone will meet with you

Everyone wants your help

Everyone thinks YES!



Themselves, spouse, kids, health
happiness, vacations, finances
economy, health insurance, taxes,
unpaid bills, gas price, retirement
college education, reality TV, dinner plans,
allergies, Russian collusion, job promotion,
Botox, grocery shopping, dark roots, pay TV,
hurricanes, pest control, dinner plans, internet rates,
spring break, world peace, Wall Street, homeland security,
premature balding, Elvis sightings, single bullet theory, toenail fungus, you

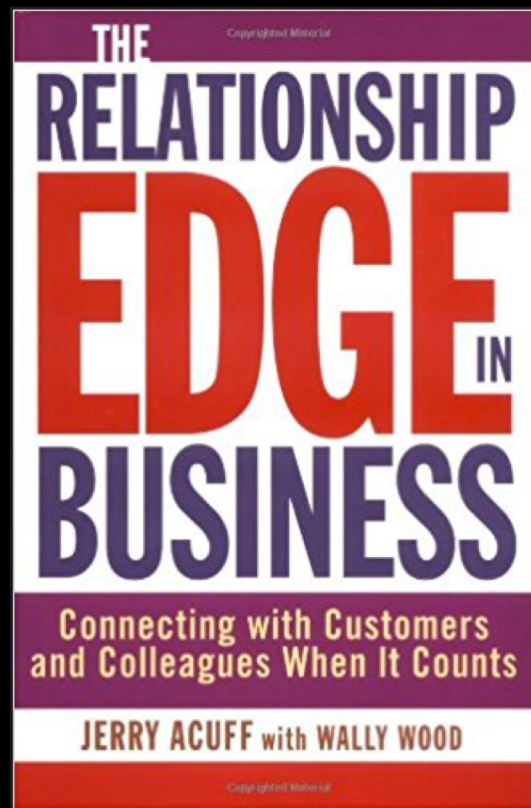


It is not what you know ...

It isn't about who you know

It is all about who knows YOU!

William
Dawes?





LIKE THE ABILITY FACTOR

| HOW TO BOOST YOUR L FACTOR
& ACHIEVE YOUR LIFE'S DREAMS |

TIM SANDERS

Author of the New York Times Bestseller LOVE IS THE KILLER APP

 TimWackel!



Demonstration

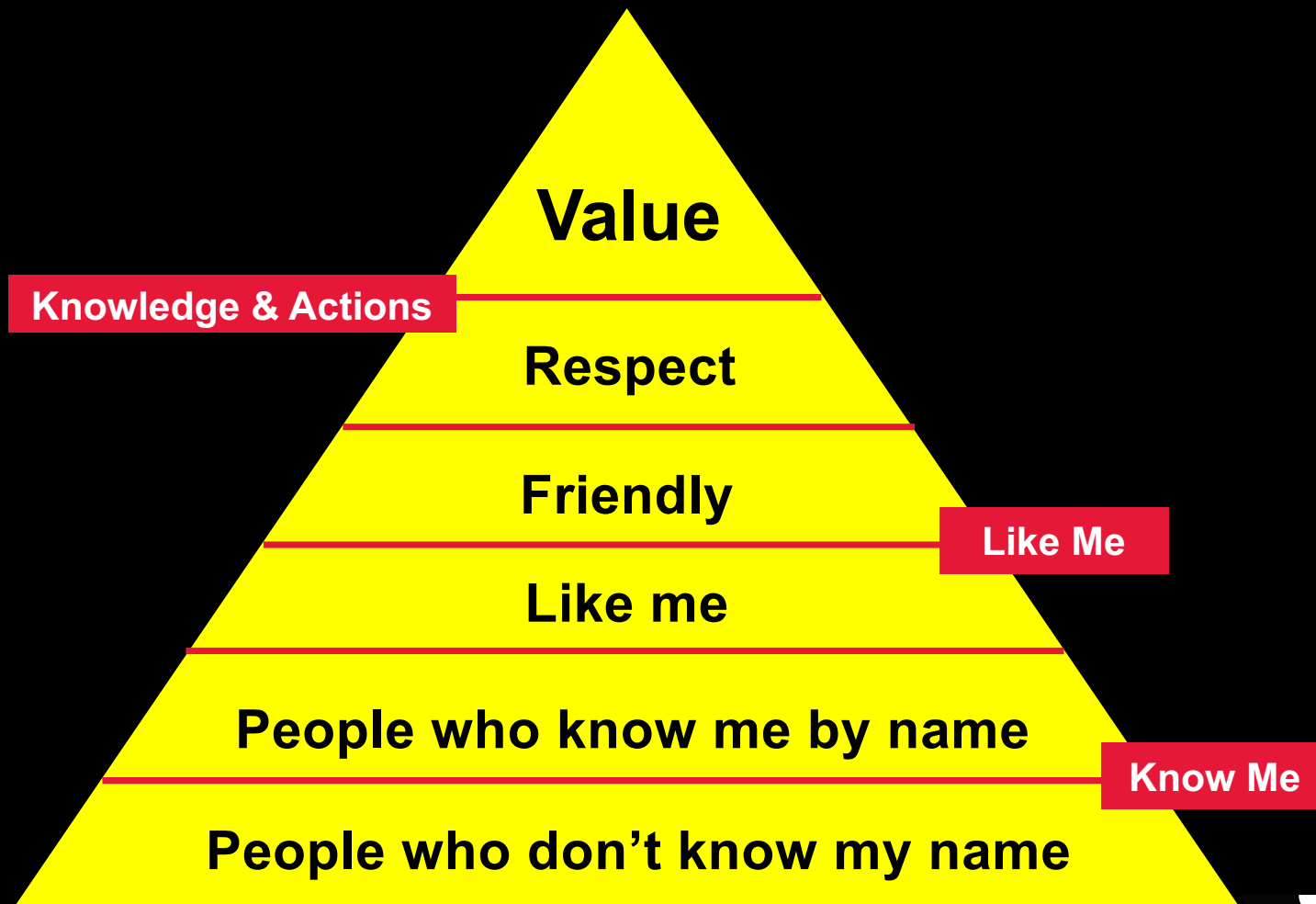
Review & answer these questions

- Full legal name?
- Growing up?
- If all work paid the same... ?



Demonstration

What words would you use to describe someone that you respect?

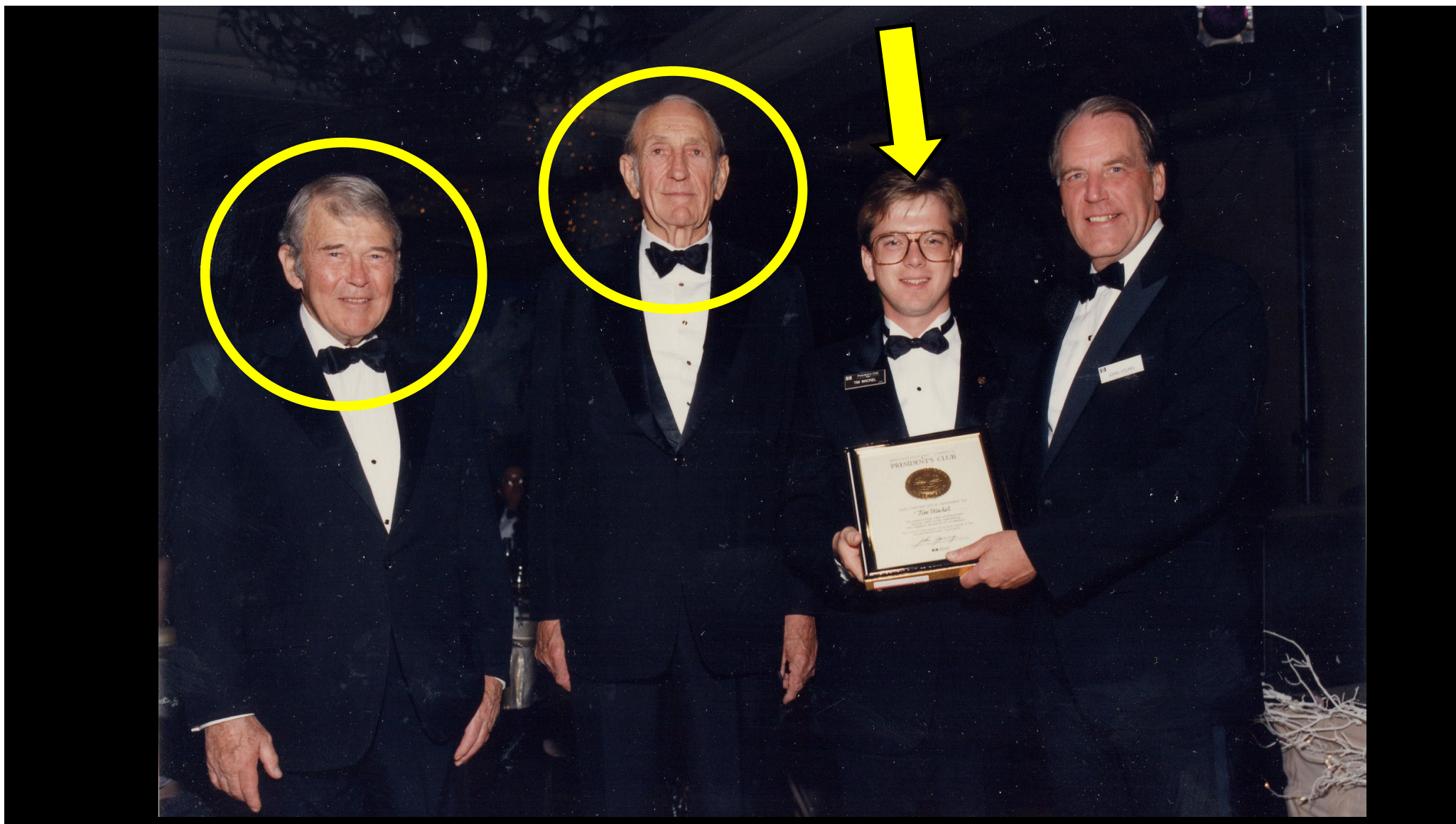


- Time moving up versus moving down?
- Where are key people on your Pyramid?
- Where do you want them to be?
- How can you move them to the next level?

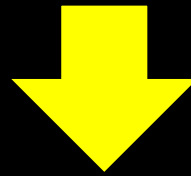
#1. What you think...[mindset]

About you

About them



#1. What you think...[mindset]



#2. What you learn...[sharing process]

“You can make more friends in two months by being interested in other people than you can in two years by trying to get people interested in you.”

Dale Carnegie

What do I really know?

What is an insightful question
that you could ask to learn more
about someone else?

How did you decide to do
(whatever he/she does)
for a living?

What is the last thing you
read, saw or listened to that
you wanted to share with
someone else?

What are some of the things
that have helped you get to
where you are today?

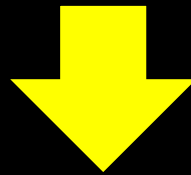
What do you like to do when
you're not working?

Tell me about what your
“perfect” day would look like

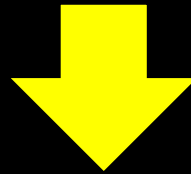
If you won the lottery, what is
the first thing you would do?

1. Plan & prepare for conversations
2. Find common ground & make connections
3. Do things that lets others know they are important

#1. What you think...[mindset]



#2. What you learn...[sharing process]



#3. What you do...[action]

"A must for everyone and anyone entering the business world."
—Donald Trump

HARVEY B. MACKAY

#1 *NEW YORK TIMES* BESTSELLER

A portrait of Harvey B. Mackay, a smiling man with light hair, wearing a dark suit, white shirt, and patterned tie. The portrait is set against a dark background.

**SWIM
WITH THE
SHARKS
WITHOUT BEING
EATEN ALIVE**

Outsell, Outmanage, Outmotivate,
and Outnegotiate Your Competition

A white speech bubble icon containing a black dot.

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- Hometown
- Birthday
- Name of significant other
- Children
- College
- Clubs / civic organizations
- Role models
- Hot buttons
- Favorite sports team
- Favorite participant sport
- Car owned / liked most
- Type of pet
- Hobbies
- Favorite magazine
- Favorite movie
- Last / next vacation

Thoughtful

Unexpected

Inexpensive



Stop Pitching, Start Solving - Video Training

\$67.00

Helping Customers Discover What They Really Want

Quantity

[Add to Cart](#)

Product Description

You probably have a number of questions that you like to ask customers during a sales call. Maybe you recognize a few of these:

"What are your goals?"

"Do you have a budget?"

"Who is involved in the decision making process?"

"What keeps you up at night?"

While these questions may seem interesting to you, your customer probably finds them to be mind numbing. They don't stimulate new thinking and ultimately you sound like every other rep that has walked through the door. Typically these conversations end with the prospect saying "Why don't you leave some brochures for me to review and I'll get back to you?"

This program teaches professional sales representative how to craft questions that ignite emotions, discover motivations and get customers to act.

Stop Pitching, Start Solving will help you (AND your team) learn how to...



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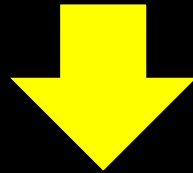
Thank you,
Customer Service

(800) 390-7269

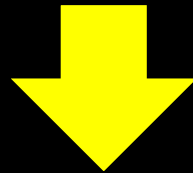
customerservice@pictopia.com



What you think



What you learn



What you do

- Leave any part of the process out and relationships will not develop.
- Most interactions that are not what you want them to be can be traced to not following the process.

People desire to be important

People are not interested in you or me

People crave to be appreciated

People decide emotionally/defend logically

People want to be understood

People love to teach

Go where you're afraid to go...

Do what you're afraid to do...

Ask when you're afraid to ask

It takes courage to admit you can be better, and
it takes confidence to believe you can change

It takes absolutely nothing to create excuses!





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