



The 3 Missing Pieces

Are your sales teams becoming order takers?
Do even your best, leave money on the table?
Do you get more excuses than results?



Sales are the life blood of your business – when sales are down business is down!

Join us to explode your business by adding the 3 missing pieces to your sales jigsaw and experience;

- ✓ A new sales attitude to try and a want to succeed.
- ✓ Your sales system running like clockwork with actionable ideas adding a new dimension.
- ✓ Quick wins and a significant sales increase this week, next week and for years to come.

You do not have to radically change their existing sales processes to achieve remarkable results – you just need the missing pieces put in place. Some of the subjects will look familiar but what we do with them is very different.

What are the 3 Missing Pieces? Experience has shown they are:

Commitment *to the sales process and the need to succeed.*



Selling in today's world	Modern theory, how buyers are buying, the changing role of sales, the need for 'integrity selling'.	
Why is selling so hard	Why we naturally shy away from selling, understanding the true 'us', how to sell as yourself, the 'Bob the Builder' system to change confidence, attitudes and resilience.	
The 4 foundational skills	The cornerstones to integrity selling that will propel your team to start selling like champions are 4 simple foundational skills that makes any sales situation work twice as well.	

Connection *quickly and deeply to clients to bring a speedy and favourable outcome.*

Preparation	Know your 'why', set sales goals, use a call planner and planning your day and week will direct your team towards performance.	
Understanding the buyer/ Selling value	Escape the price war and create influence and value.	
Customer communication	Connecting to the customer so deeply that they want to work with you.	
Telephone sales – inbound and outbound	Turning inquiry into income and conversations into contracts.	
Setting up the sale	Opening the appointment. Getting 70% of the way to a sale in the first 3 minutes,	
Power Positioning	Frame your proposition as the right value based solution	

Completion *is finishing the job you started!*

Questioning	Uncover hidden motives – 3 key questions that change everything	
Forward momentum	Crafting and positioning solutions, Gaining agreement.	
Negotiations 101	Knowing how to position yourself to win and what you can (and cannot) change along the way to do so	
Objections	Pre-handling the common objections, Tipping the bucket, dealing with price, easy stepped objection handling process, specific objections worked through.	
Doing the business	Pre-closing from the start momentum, trial closes and easy agreement.	
After the sale	Delivering on promises, tucking clients into bed, setting up for long term relationships.	
Cross and up selling	Laying the foundations for future sales, how to sell more even when they don't think there is anything they need.	
Key account management	Taking care of the best of the best.	
Territory management	Creating efficiency on the road, time management for sales people, doing the right thing for the right clients, priorities and planning, relationship management strategies.	

Subjects are chosen to suit individual attendees/organisations and are split between public and private sessions

Who is running this program?

Bill James and 3 Piece Sales specialise in showing people in sales who are great at 'doing' the technical side of their job how to also be comfortable and successful in promoting the company and themselves.

Check out our website for testimonials and more details: www.3piecesales.com

How does this work?

- ✓ Pre-session analysis of attendees to fine tune needs.
- ✓ One public 3 hour group session a month to cover needed skills – starting 14th August 2017
- ✓ One in-house 2 hour session a month to customise and integrate ideas into your business
- ✓ On-call coaching – Call and get the help you need BEFORE they see the client –more wins!

★ This program is approved for **NZTE funding** – you may be eligible to have your investment subsidised, by up to 50%.

★★ Once the program starts you will have to wait for the next one before you can enrol.

Your investment is \$2750 + GST per month *(possible subsidy could be \$1375)*

(For 1- 4 team members and with the right to exit after the first month)

– A small price to multiply your sales...for years to come.

Take action – call or email us so we can answer your questions



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