



Every Conversation is a Sales conversations

The Five Elements of Selling ARE:

FIRE which is about _____

Earth element is about _____

METAL element is about _____

WATER element is about _____

Wood element is about _____

The _____ element is the one that we want to leave last because if we lead with it, we are sure to get a NO.

The _____ element is the what we want to lead with, because it opens up many possibilities.

When you are initially contacted over email, the best way to take control of the situation to really test and see if the client is serious about your services is to

_____.

CONNECTING is like meeting a new friend. You do a lot of ASKING. Some questions that I can ask if I'm getting to know someone are –



When someone contacts me via email, an effective way to connect with them is to

Long-term clients can be equated to

Homework: Practice connecting with others, friends, new people that you meet in classes, networking meetings, family members.