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Sales Bonus Guide

This worksheet accompanies the sales bonus and helps you expand the lessons.

The Energy of Sales

Thinking about sales conversations you've had the past 6 months that did not convert – what energy was missing from the conversation?

_____

_____

_____

Is there anything you feel you could have said or done differently to allow that energy to be present?

_____

_____

_____

CHALLENGE: For your next sales conversation, note down what energy is present, and what's missing.

_____

_____

_____

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The Levels of Selling

Using the module on the levels of selling, write down your strategy below.

Which strategy are you using, and why?

_____

_____

_____

How much money do you want to generate in the next month?

_____

What will you be selling to reach this goal?

_____

_____

_____

How many units of each do you need to sell to reach your financial goal?

_____

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Sales Conversations

Using the module on sales conversations, write down your strategy below.

Which objections do you get the most frequently?

_____

_____

_____

How can you respond to them differently now?

_____

_____

_____

Who can you practice this on by calling someone that didn't convert in the last 6 months and see if now is the right time for you to work together?

_____

_____

_____

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Use this page to note down any main "A-ha's"