Positively Magical Selling!

Effective selling is the result of accurate beliefs - beliefs about the sales process, the client, and self. Consequently, your greatest obstacles to stratospheric sales success are *illusions*, faulty beliefs that lurk in the subconscious mind to lower selfconfidence, undermine motivation and reduce closing ratios.

Smash the mental barriers that limit sales!

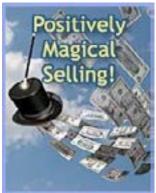
In this fascinating combination of magic, humor and sales training, world-class illusionist Billy Riggs helps eliminate these psychological glass ceilings, propelling your sales force to higher sales and greater job satisfaction. (75 minutes to 2 hours)

A magical, moving and fun program that will inspire, equip and energize salespeople.









Salespeople will learn:

- Good salespeople are made, not born.
 Diligent application of simple principles by anyone can improve sales.
- How to generate more leads than they could ever follow-up. Learn the secrets of keeping the pipeline full and overflowing.
- Customers care about benefits, not features. Learn to turn product features into benefits the client will buy.
- Effective salespeople are good listeners. Replace statements with key questions that greatly simplify the sales process.
- The cost objection is overcome by stressing value, service and benefits.
 Most people will gladly pay more for a product which provides these attributes.
- Enhanced confidence is the first and essential step in overcoming debilitating psychological sales barriers.