

If You Can't Sell – You Are Out of Business

I have discovered a common thread throughout my coaching business and that is many entrepreneurs dislike the art of selling – and it *is* an art. Like many of us, entrepreneurs view sales people as being “aggressive,” “pushy,” people who won't take no for an answer. This is not selling!

No Sales = No Revenues

When you decide to start a business you must learn the art of the sale. You will need to sell investors, future employees, and others on your vision, concepts and ideas. And finally, you will have to sell your products or services to clients or you will not have a business!

Learn the Art of Selling

After many years in sales I have developed a style that is natural for me. Trust me; it has not always been that way. When I first started in business, I sometimes felt intimidated in making direct requests, or overly concerned about the feelings of others. But through trial and error, and a healthy dose of experimentation, I have developed several different sales styles and an understanding that a “no” is not a personal attack!

My own experience has helped me to develop a successful coaching formula specific to entrepreneurs. Each client learns to develop a style that is within his or her comfort zone and level of integrity. You will never again fear selling.

You will learn:

- √ How to answer every conceivable objection
- √ How to achieve an intentional response
- √ How to develop skills that are authentic to your character.

Here's your chance to take your business to the next level!

Selling is a conversation that creates connection, agreement, action, and desired results for all parties. Once you have mastered the sales process, you will increase your cash flow, but more importantly, you will have the ability to be an effective influence in the life of another. And that's when the real 'art' begins...

To learn the art of selling and increase your business profits call (805) 208-7539 or click [here](#) to connect to my website.

Call now to schedule a complimentary 30 minute coaching session.