

SALES REDEFINED

Strategies to Open More Doors & Close More Sales

ASI SHOW
2021

1. MAKE SOME NOISE!



MAKE SOME NOISE

ATTRACT BEFORE YOU ASK

REPUTATION ARRIVES BEFORE YOU DO

DON'T ENTER THE GAME AT HALF TIME





2. BUILD CONNECTION

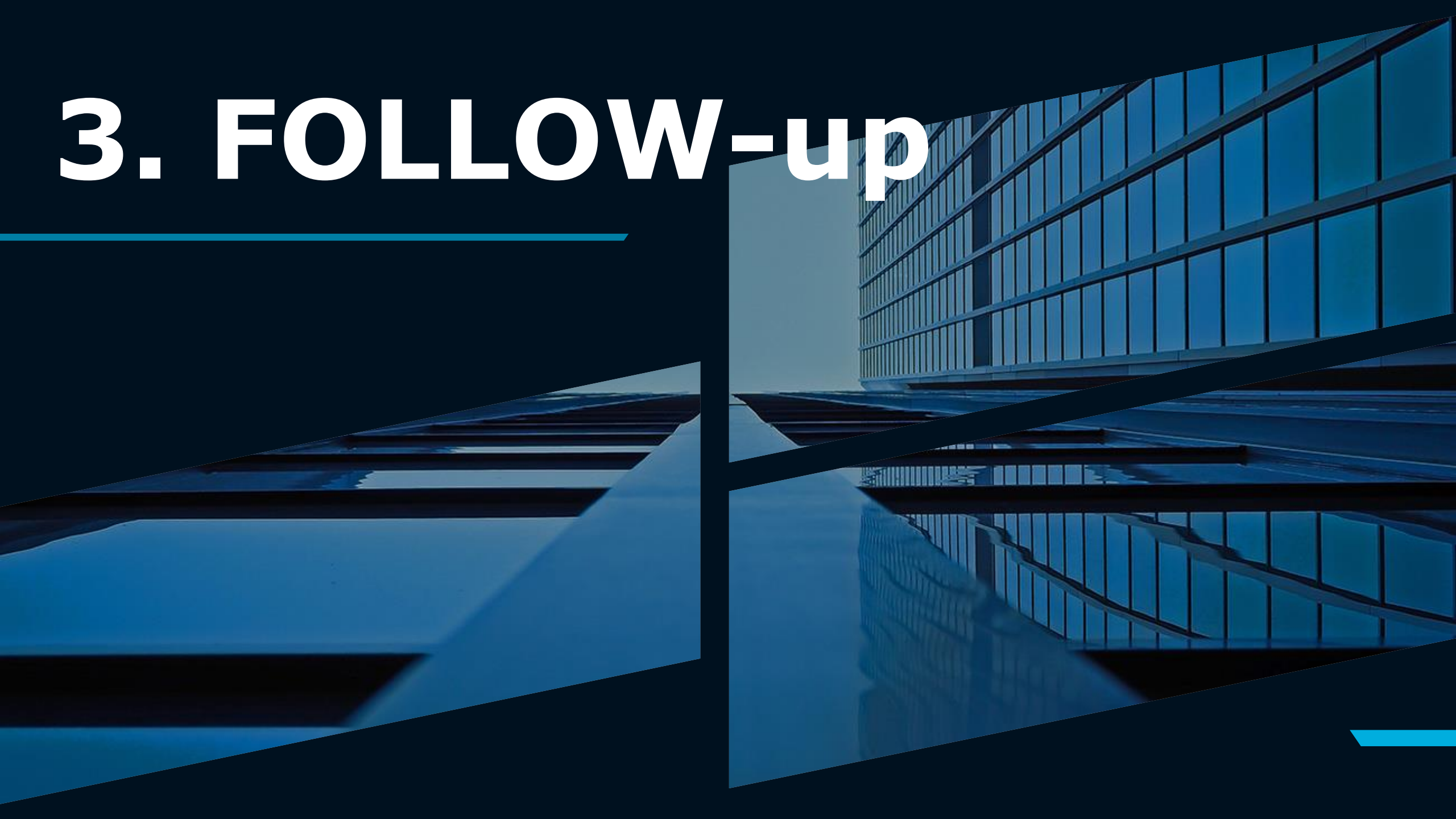
Build Connection

URGENT NEED

SECURE YOUR BASE

VALUE VS PRICE

3. FOLLOW-up



FOLLOW-up

THE SALE HAPPENS IN THE FOLLOW-up

70/30 Split

Consistency, Consistency, Consistency



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THANK YOU!

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