

Team
Serendipity
"in omnia paratus"

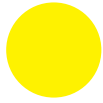
Summer Sales Savvy

Access the accompanying training video here:

<http://directsalesinstitute.com/TeamSerendipity>

Username: teamserendipity Password: bestteamever

Not a part of Team Serendipity? Contact DSI to arrange a training for your team.



Summer Sales Savvy

Customers

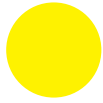
Put Yourself in Their Shoes {What Problem Do You Solve}

What Are Your Summer Savers

Offer a Great Deal

Close Outs

New Product



Summer Sales Savvy

Customers

Reaching Out

Client Records

Start With a Voice Mail

Follow Up With a Text, Message or Email

Personalize the Approach {know them}

Keep Good Notes

Check in on Their Profile

Leg Work Pays Off



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Prospects: A Summer Event

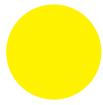
Host Your Own

Offer 2 Times

Call and Invite

Incentivize Bring a Friend and Orders

Leverage a Tandem FB Event



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Suggestive Selling

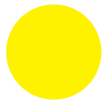
Get Face to Face

Use the Personal Pronoun YOUR

Have them Touch the Product

Help Them See It in Their Home

WHEN not IF



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Avoiding Objections

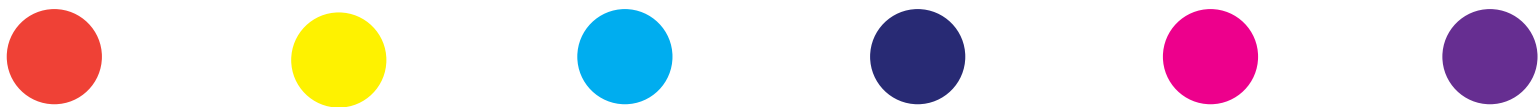
Anticipate

Cover it BEFORE

Listen

Kiss

B3G1F



Summer Sales Savvy

Final Thoughts

Action Steps for Success

Order the New Styles

Set Up Your Event

Reach Out Until You Hit Your Goal

Customer Follow Up

Name:

Date:

Phone Number:

Street Address:

Email:

City/ST/Zip:

Source:

About Them

Birthday

Married

Anniversary

Favorites

Children

Date:

Notes:

1 Day

2 Weeks

3 Months