

Howard Partridge - PHENOMENAL Sales Systems™



How to Close More Sales at Higher Prices Consistently



www.HowardPartridge.com

OPEN
To Phenomenal
Success!

Howard has led hundreds of seminars, webinars, workshops and holds his own live multiday events which have featured some of America's top business trainers including Michael Gerber, Bob Burg, Dr. Joseph A. Michelli, and American legend Zig Ziglar.

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Sales is everything you do to _____ to _____
_____.

Phenomenal Sales delivers a meaningful _____ that engages, educates and entertains.

A Phenomenal Marketing _____ is a group of working parts that duplicates results consistently.

My Sales Goal

Annually \$ _____

Monthly \$ _____

Daily \$ _____

My Annual Income Statement

Sales \$ _____

- Cost of Goods Sold \$ _____

= Gross Profit \$ _____

- Fixes Expense \$ _____

= Net \$ _____

Howard's 7 Step Sales System

1. Establish _____
2. Connect with the _____
3. Build _____
4. Identify _____
5. Outline _____
6. Share _____
7. Overcome _____

5 Ways to Overcome Objections

1. _____ the value
2. _____ Options
3. Change the _____ of the order.
4. The _____ Offer
5. The _____ Program



When you get an objection, ALWAYS ask a question. ALWAYS!

The Most Profitable Sale Ever Made in ANY Business is the _____!



Not making the up-sell is doing your customer WRONG!