**

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**How to Convert Prospects Into High End Clients through the Sales Experience -Santiago Arango**

1. Establish \_\_\_\_\_\_\_\_\_\_\_\_\_

2. Connect with their \_\_\_\_\_\_\_\_\_\_\_\_\_ State

3. Build \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

4. Identify \_\_\_\_\_\_\_\_\_\_\_\_

5. Recommend \_\_\_\_\_\_\_\_\_\_\_

6. Share \_\_\_\_\_\_\_\_\_\_\_\_\_

7. Overcome \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_