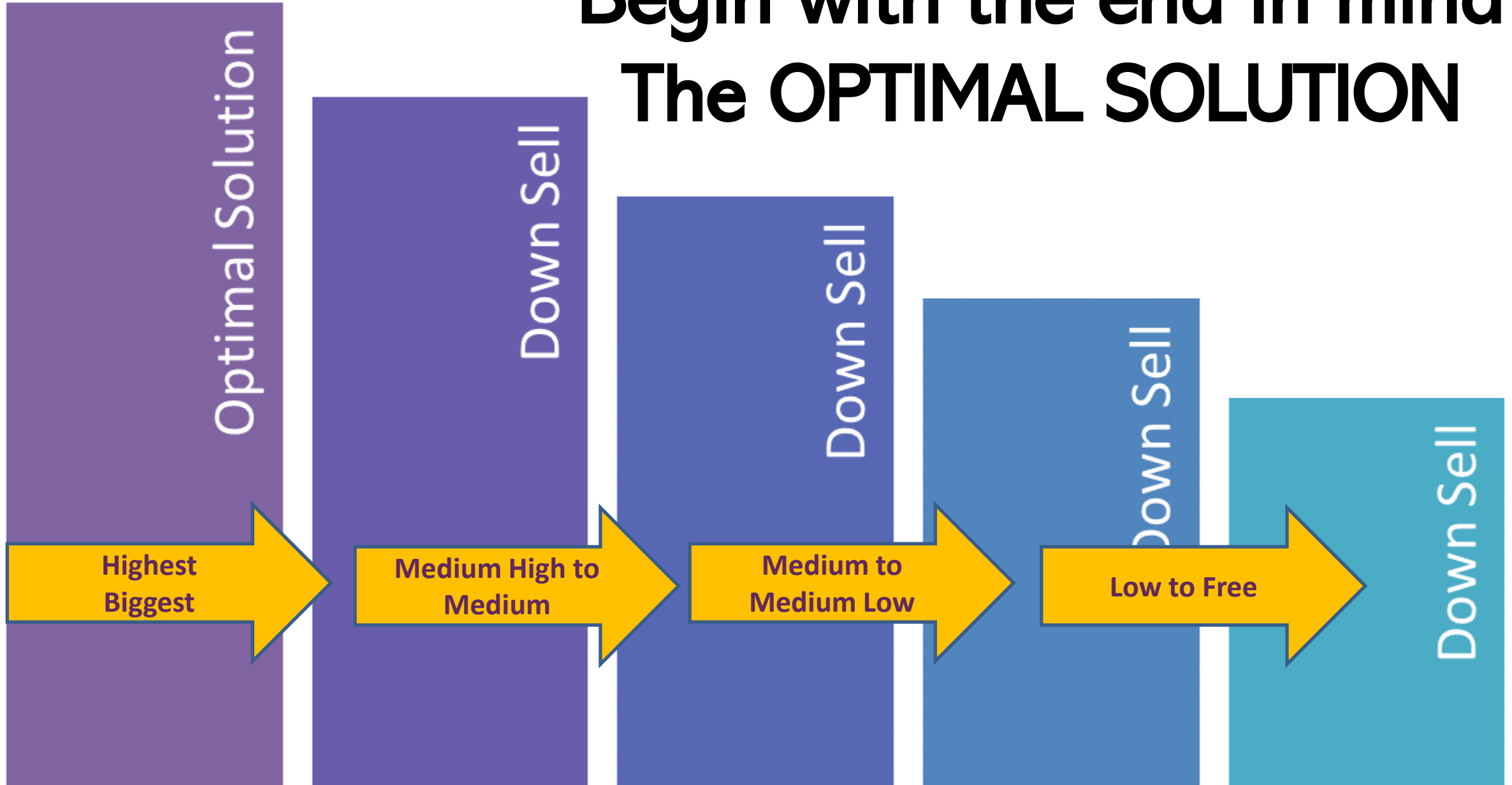


# ANATOMY OF HEART-CENTERED SALES PROCESS



**BUT FIRST ... You've Got to Know What Value You'll Deliver & YOUR Pricing for The Solution They Want!**

# Begin with the end in mind The OPTIMAL SOLUTION





# Building Relationship – Asking for the Sale

05



## GIVE VALUE

Offer 1 or 2 tips or suggestions focused on identifying the root of their issue. Don't give too much advice here or they will not feel they need you and instead want to go implement what you shared first. The key here is identifying the problem area you will solve.

06



## MAGIC PHRASE TRANSITION

Pre-Requisite: You have a high level of rapport, they have said, "Yes" several times and/or been in agreement with you and have indicated they want a solution. Transition Phrase – "Would it be okay if I now share how we can continue working together?"

07



## ASK FOR SALE OPTIONS & PRICING

If possible, offer 2 product options (one higher priced than the other). This gives the buyer the feeling of making a choice between (A) and (B) rather than a choice between Yes or No.

08



## BE QUIET

Silently count to yourself (6 seconds is a good rule of thumb.)  
If they do not say anything, ask ... "Wouldn't you love to be able to say this time next month that this was the best decision you made because you finally got what you wanted?"

06

MAGIC PHRASE  
TRANSITION

**Would you it be okay if I share with  
you now how we can continue  
working together?**

*(alternate)*

**Would you like to explore how we  
can continue working together?**



# Building Relationship – Asking for the Sale

07

ASK FOR SALE  
OPTIONS  
& PRICING

If possible, offer 2 product options (one higher priced than the other). This gives the buyer the feeling of making a choice between (A) and (B) rather than a choice between Yes or No.

# Building Relationship – Asking for the Sale

07

ASK FOR SALE  
OPTIONS  
& PRICING

Based upon what you shared with me that you want to \_\_\_\_\_ and \_\_\_\_\_, I believe either the Elite or Core program would get you what you want. Let me start with the Elite and we'll go from there.

# Building Relationship – Asking for the Sale

08

BE  
QUIET

Silently count to yourself  
(6 seconds is a good rule of thumb.)  
If they do not say anything, ask ...  
“Wouldn’t you love to be able to say  
this time next month that this was the  
best decision you made because you  
finally got what you wanted?”



# Prerequisites

1. You've already built rapport and they've said "YES" several times during conversation

2. They have self-identified a challenge and that they want a solution

3. You've demonstrated your expertise by giving value in terms of a tip or suggestion

**Let's**

**Practice**

# Here's what you get with The Prosperity Accelerator Sales System:

## The Prosperity Accelerator Sales System

Your Predictable, Proven Path to Prosperity!



### Sales Scripts

Entire Sales Scripts to Guide You Step-by-Step from "Hello, nice to meet you" all the way to "and how would you like to pay for that?"



### "Funnelology"

Apply "Funnelology" to your programs and services so that you earn more and serve more!



### Expand Your Vision

Master NLP Practitioner, Nancy Matthews, supports you in shifting your mindset, expanding your vision and opening up your ability to receive even more!



### Templates & Tools

Each lesson comes with resources and guides that you can use over and over again. We don't just give you a fish ... we teach you to fish! Here's just a few of the tools you'll get with the program:

**Go to ► [WomensProsperityNetwork.com/Sales-Accelerator](https://WomensProsperityNetwork.com/Sales-Accelerator)  
Call or Text 954-290-2240**

# Here's what you get with The Prosperity Accelerator Sales System:

## Module 1

Set Yourself FREE to LOVE Sales

## Module 2

How to Ask the RIGHT Questions

## Module 3

Scripts – From "Hello" to Payment

## Module 4

Clear Blocks to Selling

## Module 5

Packaging, Pricing & Proposals

## Module 6

Sales Systems for Scaling

**Each Module Delivered Weekly So You Have  
Ample Time to Integrate & Implement**

# PLUS These 5 Instant Resources & Bonuses

## Start Accelerating Your Prosperity TODAY!

### 1 5-Minute Meditation to Boost Your Energy & Attitude for Sales & Follow Up Calls

Listen to this before you pick up the phone or get on that zoom call to ensure you're bringing energy that emanates your passion and commitment to making a difference for others.

### 2 7-Minute Sales Artistry Video

This training quickly summarizes how you can be the master artist when it comes to sales. Painting a picture of success for you and those you serve.

### 3 Ditch the Pitch! Mastering Your Sales Track (Audio training)

In this training, master of communication, Trish Carr, shows you how to throw out your textbook sales pitch and create sales messaging that's in perfect alignment with your values and your customers.

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Call or Text 954-290-2240

# PLUS These 5 Instant Resources & Bonuses

## Start Accelerating Your Prosperity TODAY!

### 4 The Secrets to Selling Without Being Salesy (Audio training)

One of the common challenges we hear is, "I know I need to sell more, but I don't want to be salesy or pushy." If that's you, then you're going to gain huge benefit from this training where we share the secrets to getting people to ask to buy from you - rather than you having to sell them.

### 5 It's Just a Conversation: What to Say and How to Say It In Business (pdf Book)

When you speak, especially in business, speak as if your life depends on it, because it does. What you say and how you say it can make the difference between you getting what you want - or not. Your communication is the grease that keeps your business engine going. It's the one skill that makes the greatest difference between success and failure. Whether it's getting a client, forging a partnership, coaching an employee, enrolling team members in your vision or asking for a raise, it all starts with a conversation.

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Call or Text 954-290-2240

# Here's what you get with The Prosperity Accelerator Sales System:

- ✓ Six In-Depth Modules –  
Delivered Weekly to Avoid  
Overwhelm & Insure You  
Integrate & Implement
- ✓ 5 Instant Bonuses – Jump  
Start Your Prosperity
- ✓ Lifetime Access to Training

**NON MEMBERS**  
(BECOME A MEMBER & SAVE)

**\$299**

PAID IN FULL

**MEMBERS**  
GOLD, LIFETIME & PLATINUM

**\$199**

PAID IN FULL

**Event Special – Price Goes Up by \$100 on October 10th**

**2 Bonus Practice Sessions  
Coaching Plus Q&A**

**Oct 28<sup>th</sup>  
Nov 11<sup>th</sup>**

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