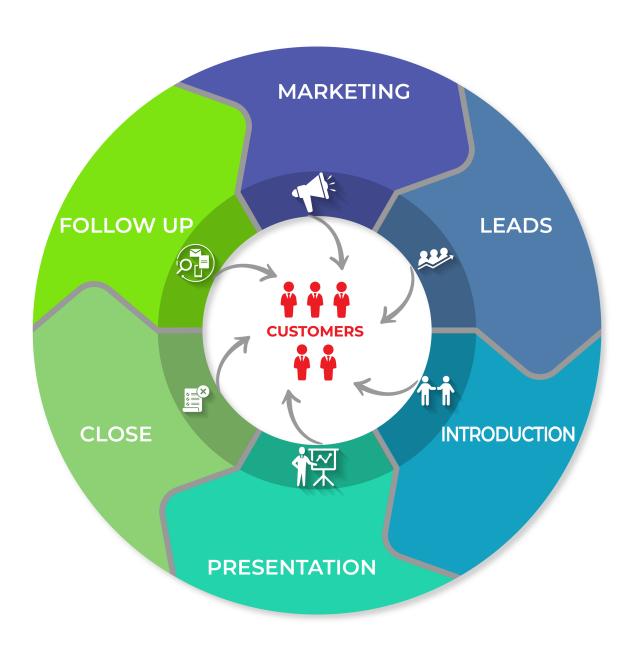


PRESENTATION BUILDING OUR BUYING ENVIRONMENT



SYSTEM 1357® Work Smarter - Not Harder

Presentation

	of the Human Mind are Closed, Open, Confider		
our present	ations are designed to open people's minds and	d get them to the	_level.
At the o	level, people may buy, but at the c	level, they will buy.	
Give 3 or n	nore reasons why?		
What are			
vnat are	some of the systems we can use to rock o	our conversation?	
eople bu	y 2 things; 1: u and 2: the p	•	
Vhat hap	pens if they don't buy both?		



3 Buyer Motivations

Our presentations are designed				level.
People buy because it h	, they have a h	s	, or there a n	•
low can you fix the hurt, th	ne pain of not having	your pro	ducts	
low can you serve or fill th	e hot spot with your	products		
ow can you fulfil the need	or create a need wi	th your pr	oducts	



3 Buyer Motivations

Our presentations are designed	d to open people's mind		ne level.
eople buy because it h	, they have a h	s, or there	e a n
low can you fix the hurt, tl	ne pain of not having	your products	
low can you serve or fill th	e hot spot with your	products	<u> </u>
ow can you fulfil the need	or create a need wit	th your products	

SYSTEM 1357® Work Smarter - Not Harder

Presentation

Listening is the number one skill set that every high-achieving salesperson has in their presentation

If we let people talk, they will tell us what we need to do n_____. How do we handle the competition question? What are the 3 buyer decisions, and what do they mean? 1: Y__ 2: N__ 3: M_ Feature-rich presentations are the best. And the best way to give a feature-rich presentation is by speaking about one feature at a time. It's common for new salespeople to oversell and start talking about ALL the different features without actually FABing the one that a prospect has asked about and the feature they're interested in. In other words, they complicate things and create questions and obstacles that drive people away from a yes. So the saying goes, it's o___ f____ at a t____.

Why? _____



Presentation **Buyers are Liars**

It's very common for someone be negative, then buy. Why do people lie when a buying? We are constantly being tested. Why do people test us? Emails are not our presentation, how can we answer them? How much is it? Can you send me your price list?

SYSTEM 1357® Work Smarter - Not Harder

Presentation What not to do.



Haseeb Haider • 10:52 PM

Hi Scotty,

I hope you are doing well!

I know this sounds out of nowhere but I wanted to reach out and see if you are looking for a freelance assistant.

HIVESPAI

As a freelancer, I mainly provide the services of:

- 1) LinkedIn outreach and organic marketing
- 2) Front-end web development

Are you interested in it? If not, can you please direct me to your colleague who will find my services useful?

I hope I'm not overstepping with this reach-out, but if you think I did, I apologize in advance. I know you absolutely get several of these a day but I've learned if you don't ask, the answer is always no.

Thanks, Haseeb Haider

PS: since I'm a freelancer/independent contractor, my charges are very competitive as compared to marketing agencies.

FRIDAY



Scotty Schindler · 6:15 AM

How much?



Haseeb Haider • 8:52 PM

It depends but to give you a range, the base pricing of LinkedIn services starts from \$300 - \$700 USD

What is your primary usage of LinkedIn? I see you have a good number of followers and also you are posting every day which is super important!

You are not using any hashtags I'm not sure why but if you don't wanna use the conventional/trending hashtags at least you should come up with your own hashtag. You are posting content on a daily basis so you can easily dominate and make a branded hashtag for yourself.

What do you think?

List all the bad habits or poor systems used in this email from Hasseb.

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Presentation



Notes