



First Steps to Sales Success

Is Simply Selling right for you?

If you're serious about advancing your ability to sell, then 'Yes'. Simply Selling is right for you because it's a step by step process that will transform you into a sales person who is serious about sales success. Simply Selling will help you improve your conversion rates, which in turn will provide growth in your sales results, leading you to sales success. However, Simply Selling is more than just a system to make your sales grow, it provides you with selling secrets other successful sales people don't want you to know.

When sales people attend a sales training course, or a sales conference, they go with the desire to learn how to improve their selling skills. They love the opportunity to network with other sales people, talk 'shop' and participate in 'learning' sessions in the belief they will learn new skills which will lead them to sales success.

However, a significant number of sales people find the networking aspect is actually the only benefit obtained from the sales training course, or sales conference. They may come away from these events with having improved their ability to make a sales pitch, improve their ability to communicate, and they even might have found a gem that could be useful.

But when they are back working in their territory, the excitement of the sales training course, or sales conference, will be long gone, when this happens they will most likely go back to what they were doing before and achieving the same old mediocre results. The question they will ask themselves "What was the point of attending, did anything really change?" This could happen to you.

Many sales professionals just like you are looking for answers. They want an easy sales structure, process or system that will solve the day to day selling problems:

- How do I gain confidence as a sales person? • How do I improve my Conversion ratios? • How do I achieve sales success?

People want answers. And, the Simply Selling system provides these answers by showing you the entire sales system. Achieving your sales targets and maintaining the above isn't just about being the best door knocker or lead generator, it's also about converting those leads in to sales, understanding the elements that make up the sales process, such as how to take control of your sales meeting, and how your personality influences your prospect's personality and responses.

If you've been let down in the past by a sales training course or a sales conference, it's because you have not connected the dots, you have learned a lot of theory and they have not given you a step by step system to follow.

Yes, you may learn another part of the process, and yes you might get hyped up due to the excitement of the event. However, this momentum quickly dies down as soon as you leave the environment of the sales training course or sales conference. Just as quickly your confidence is boosted, it wanes and you will find yourself in the same position as before.

So, if you're looking at making a sustained and significant improvement to your sales results then, Simply Selling is for you. Don't wait any longer. If you want to increase your sales growth, and if you want sales success then purchase Simply Selling today - it is a proven sales system designed to build 'serious sales people'.

You will become a serious sales person, with Simply Selling you will feel confident in the knowledge that you have a proven system working for you. Every time you are in a sales meeting you will know exactly what to do regardless of the situation, you will be in control.

With Simply Selling, you will become a Sales Star.

Is this just about Selling?

It's more than just selling. The Simply Selling system is a step by step selling process that helps you increase your conversion ratios, thus increasing your sales success by providing you with the opportunity to achieve your sales goals. Unlike other sales training programs, the Simply Selling system focuses on every step from greeting and understanding your prospect to closing the deal or sale. With Simply Selling you will not waste your hard earned dollar, you will enjoy an excellent return on your investment.

The Simply Selling 7 step system will help install sales growth by providing a selling process from beginning to end. This makes the whole process of selling easier and will also bring back the fun in selling. You will become more positive, enthusiastic and motivated to do more.

Why Simply Selling?

Simply Selling is a proven system that has been used in organizations of all shapes and sizes here in New Zealand, Australia and as far as the United Kingdom and United States. Simply Selling is not a theoretical 'process'. It is a real system that is being used by real people in real situations – Simply Selling, is a proven performer.

The system is a result of over a 35 years sales experience. It was not written by an academic sales expert (hidden away in a room, who has studied sales techniques). It has been developed through cold hard hands on experience. Simply Selling is the end result of:

- Having received more 'No's' than 'Yeses', then learning how to obtain a 'yes' at almost every sales presentation.
- Learning how to install a desire within your prospect to say 'Yes'.
- Having completed countless sales presentations to all types of people resulted in a formula on the right way to present a proposal/quote.
- Having endured the heartache of prospects taking control of sales meetings and then discovering the secret to gain and maintain control.
- Losing sales due to no 'trust' and then learning the secret to solving the 'Trust' factor.
- Having endured people who seemed to enjoy being nasty, then learning how to respond and even avoid these people.
- Almost being forced out of sales due to failure, then falling in love with sales again due to achieving sales success thanks to the Simply Selling formula.

Whatever your sales situation, Simply Selling has been there, done that - you don't have to repeat history. Simply Selling has separated the wheat from the chaff, so you can avoid years of painful appointments or bullish prospects. You no longer have to live in the sales 'school of hard knocks', as Simply Selling gives you the hidden secrets.

You no longer have to spend years, or spend thousands of hard earned dollars on finding the magic formula, or continue to lose sales which should have been won, trying to figure out what makes your prospects tick, or how to quickly position yourself to cut off any aggressive prospects, and/or how to convert effectively because Simply Selling shows you how - in easy to follow instructions. Once you familiarize yourself with the Simply Selling system, you will be both amazed and flabbergasted at its simplicity and effectiveness. You will seriously question why you didn't know it before, and why other sales processes and tools are so complicated?!



Is it really worth the investment?

How is Simply Selling different from other sales training providers?

Simple Selling is not only about uncovering the secret to selling, it's also about giving you the opportunity to master a powerful and transferable skill, so you can build your own skills, sales team or business with a simple to follow process.

Simply Selling is not theoretical. It was formed out of 'real life sales failures' and frustration from using other sales processes, attending conferences, and sales training courses that just didn't deliver.

Simply Selling is here to give you the whole process a step by step system that's so simple you can implement it within days.

Will this really work?

This will work, because this is a system that has been proven over many industries from one man bands to companies who have sales teams, because it's so easy to implement and customize to your particular industry or business. This system is already used by experienced and novice sales people, in many different industries, from financial to industrial.

How will this system benefit me?

There is simply no other way to say it - If you're serious about improving your selling skills, then use the Simply Selling system and increased sales results will follow. However, you must be willing to follow the process. If you think you can pick and choose, how you use the system, then you aren't likely to benefit from it - because you aren't following the system.

But if you're willing to put in the effort to gain new selling skills, and rid yourself of bad habits, then you will experience the benefits of Simply Selling almost immediately.

How much training is there?

The sessions and materials have been designed to enable you to work at your own pace. As you have access to the entire system, you judge for yourself (based on your current skills and experience) as to how much time you need to spend on each part of system.

Of course, the more time and effort you invest to working and implementing the system, will result in achieving a faster result in both improving your selling skills and providing a higher level of sales success.

Will Simply Selling really bring success?

If increasing your sales conversion ratios, achieving sales growth, and consistently being on top of the sales leader board is important to you, then Yes!, Simply Selling will deliver true sales results.

Many different types of people in the sales industry from the self-employed to corporate sales teams have used Simply Selling and have produced dramatic results and positive changes to their bottom line and sales environment.

Instead of a de-motivated, restless and downtrodden sales environment, you (and your team) will enter the market enthused, confident and ready to convert because you have a proven system behind you to follow.

Don't delay, for more information - [Click Here](#)



Who else has used Simply Selling?

Simply Selling is being used across multiple industries: financial sector, construction, consulting, IT and many others for example:

'Our sales-force has commented how much they have learned from the program...'

Thank you very much for introducing your sales improvement program to our company. We were very impressed with the quality, content and delivery of the program. Our salesforce has commented how much they have learnt from the program as well as thoroughly enjoying the few days. The strategies and tools you recommended were spot on as results were evident very quickly with customers signing up within weeks. By tailoring the program to suit our company's business processes, needs, people and products, we are now confident that the successes of the past months will be multiplied many times over. We are now looking at how best to introduce your program to our sales team in Australia.

We have no doubt that the successes in New Zealand will be replicated in Australia.

We are certainly looking confidently to greater things with our business. We therefore have no hesitation in recommending Simply Selling to other business owners. Thank you.

*Jay Wester
Managing Director, Leap*

'... I did not expect to see such a positive impact on our business as quickly as we have.'

I would like to take this opportunity to thank you for your help with our business. When contracting your help to improve our sales performance with the Simply Selling program I did not expect to see such a positive impact on our business as quickly as we have. Simply Selling is an excellent sales system, we have as yet to implement the entire system but what we have implemented has provided us with excellent results and I am looking forward to even better sales results as we implement the entire sales process. We are already seeing the benefits to our business by offering a Government Subsidy for home insulation.

I have no hesitation in recommending Simply Selling system to any business owner wishing to improve their sales performance. Once again, thank you.

*Levi Davey
Managing Director, Kiweco – Division of HOT STUFF INSULATORS LIMITED*

'The step-by-step process also gave me a system to follow making selling a lot easier.'

I wish to express my thoughts regarding the Simply Selling program. I was very surprised as to how quickly I was able to learn the system, whilst I may not be as professional in its delivery as I would like to be (just started using the system) it has already provided excellent results. I have presented two proposals and have achieved two sales.

I was impressed in the manner the system was customized to our business. Conducting the training on my premises at times suitable to me ensured that work interruption was minimal. The system gave me structure in my selling which was previously lacking. The step-by-step process also gave me a system to follow making selling a lot easier. The system definitely helps in creating the credibility and trust factor required for a successful sale.

It keeps me on track, but more importantly helps me to find the buying motives of my prospect and establish the 'Pain' (problems) my prospect is experiencing (in the field of work). I have no hesitation in recommending the Simply Selling system to any person who is looking to improve their sales success.

Mukesh Patel
Quantum Computers

'We found this training to be excellent for our 3 office staff.'

We were rung by Simply Selling in May to see if we would be interested in increasing our sales. Having been in business for 10 years and knowing where we needed to make improvements and changes. We knew that yes we did want to increase our sales. After meeting with Simply Selling and going through what we would need to do, we decided to go ahead with the Simply Selling system. We found this training to be excellent for our 3 office staff. The program was easy to follow, gave us confidence and enabled us to set up more structure in the office.

Seeing the results come through and with the use of the KPI sheets we are now also able to track all our information to do with our sales including internet. Thank you for all your support and guidance. We know that if we follow the process correctly we will reap the rewards.

Megan and Wayne Toms
Directors, All about Kitchen + Bathrooms

Don't delay, for more information - [Click Here](#)



simplyselling

building serious sales people