

# SIMPLY SELLING SYSTEM

## A POWERFUL SALES SYSTEM THAT GIVES YOU RESULTS

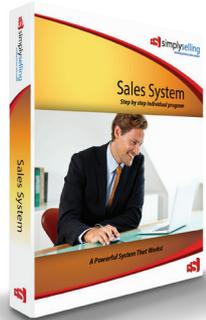
If your business (or career) is based on selling a product or service, then the Simply Selling System is for you. If you are selling to Small to Medium sized business, Home Owners, Corporate, or Individuals, the Simply Selling System is designed to improve your sales success. If you manage a small or large sales team, the Simply Selling System will help you and your team achieve a higher level of sales success.

### Exactly what is the Simply Selling System ?

Simply Selling System is a simple 7 step formula, which when followed improves the chances of a successful conclusion – A Sale. The proven system has been developed and customised by Simply Selling, to fulfil needs of sales professionals across organisations of all sizes.

### How to Recognise the 'Personality' type of Your Prospect

Being able to quickly recognize your prospect's dominant personality type enables you to engage them in the appropriate manner. You have probably lost a sale in the past because you and your prospect didn't quite **'hit it off'**. This can be attributed to not recognising their personality type and factoring that in to your sales process. The Simply Selling System shows you how to identify the various personality types, including the two dominant personalities, that most people fall into. **By knowing how to handle both dominant personality types you will increase your sales success ratios.**



### SALES SYSTEM

- 7 Step Easy to follow system
- You'll know what to say and when
- Individual sales training program
- Have unstoppable confidence at every sales appointment

### How to establish the TRUST factor

Trust is a huge factor in sales. After all **'People buy from those they Know, Like and Trust'**. Once again the vast majority of people in sales do not have a clue, on how to establish the **'Trust Factor'**.

The fact is most objections arise, not because you don't have the solution the prospective client is looking for, but because of a lack of trust. Standard sales advice is to **'develop a relationship with your prospective clients and then they will buy from you.'**

With Simply Selling you will find out how to establish the **'Trust Factor'** in your first meeting. The Simply Selling formula fosters the Know, Like and Trust factor.

**By knowing how to establish the 'Trust Factor' in the first meeting with your prospect will increase your sales success ratios.**

### How to find what your prospective clients are thinking

Many sales people use the **'Show and Tell'** process to sell. Where they simply present their product, and hope the features of the product will win the business. (Sales Representatives are notorious for this type of selling). If you or your sales staff fit into this category, you are losing sales! It is costing you dearly. Prospective customers aren't interested in a long list of specs. They want to know how your product or service will help them.

The Simply Selling System helps you quickly uncover your prospective clients **'Buying Motives, Needs, Wants, Desires and Problems'**.

This is powerful information, as you're able to immediately address their concerns and show them how your product or service will benefit them. **By knowing how your prospective clients think, you will increase your sales success ratios.**

## How to Present a Proposal Correctly

In the majority of cases, sales people will provide a written proposal (or quote) regarding the product or service they hope to sell.

In the usual course of events, the sales person will either send (post or email) or present their proposal. The general norm of most sales people, when presenting a proposal, is to quickly run over the proposal, to only have the prospective client simply say “**that’s great, thank you, just leave it with me and I will get back to you.**”

When this occurs your chances for success dramatically reduces. Why? This is due to many factors, but you have essentially lost control of the process (or you didn’t have any control in the first place). Leaving ‘it with the prospect’ allows

them to lump your proposal with all the others. With Simply Selling you will learn a simple proposal formula to follow, which will ensure you retain control and increase your chances to win the business.

**By knowing how to present a proposal correctly will increase your sales success ratios. By knowing how to handle both dominant personality types you will increase your sales success ratios.**

**Be confident that the ‘Close’ is the easiest part of the sale!**

For the majority of people in sales, the close is the hardest part. With Simply Selling the ‘Close’ is the easiest part of the sale, because the entire process is built towards it.

**By knowing how to ‘Close’ correctly increases your sales success ratios.**

## THE SIMPLY SELLING SYSTEM

*A 7 Step Formula which when followed improves the chances of a successful conclusion*

## A SALE

*A proven system has developed and customised to fulfil needs of sales professionals accross organizations of all sizes.*

### The Simply Selling System will also show you:

**How to hold the right posture** - This is important, as a lot of sales are lost due to incorrect posture

**When to walk away** – It is important to recognise a person that you should just walk away from, saving you time, frustration and money.

**How to qualify your prospective buyer** – This is very important and if done correctly will save you time, grief, money and make you more productive in your sales activity and improve sales success ratios.

### Applying the Simply Selling System will result in More Sales, Profits and Cash !

Consider this, what would just one more deal out of ten do for you? If your gross profit was say 35% on a sale of \$3300.00, that is \$1155.00 that goes into your pocket. Even if that represents just one extra sale per week, that is \$60,060.00 per year. Would you say no to that? **We hope not.**



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