

## How do I master sales as fast as possible?

1. Dissect the skill, use the (D.I.S.S. formula by Tim Ferris)
2. Follow the 100 rule for 100 hours you will study and practice and get feedback on your sales skills
3. Sell yourself on the product to gain belief and conviction to persuade others
4. Formalize the feedback loop and make that feedback loop shorter and shorter and shorter. (eg. take the top 10% of the best sales calls and dissect each. )
5. Have a specific output and work on getting that output faster and faster this is your leverage, If leverage is whatever increases your output without increasing your input then when it comes to sales referrals are a key leverage point. (Output = Volume x Leverage)
6. Get an early win whether it's small or big
7. Choose the right teacher and Shadow them
8. Come up with more key leverage points (Network/ Qualifying leads process/ Sharpening persuasion skill)
9. Have the courage to get worse read books and stories content on perseverance
10. Shift your identity you are a professional with a respectable job
11. Do no steaks practice and hone in on the right sequence of skills
12. See if you can find an outlier or someone who has gotten amazing results using unorthodox approaches ( Once I heard a story about a man who focused on helping the buyers instead of trying to get money from them and became a top salesman because his conviction was based on servitude)
13. Outwork your insecurities
14. Remember that work is about output NOT time put in, remind yourself this
15. Failure is progress. learning what not to do is just as important as learning what to do
16. Use tonality to speak to the mind's emotional part. Learn to use voice inflections at key points of conversations.
17. Memorize stories anecdotes metaphors and jokes to provide a unique perspective and checkpoints in the conversation.
18. Choose your frame and be consistent with it.
19. Draw out information through empathy study tactical empathy by Chris Voss.
20. Break limiting beliefs. identify them rephrase them and use logic to counteract hesitations in lack of trust. What is it? What does it mean? Is it useful? (Logic. Meaning. Utility.)

## DISS

Here's a summary of the conclusions we reached using the DISSS framework for mastering sales:

1. **\*\*Deconstruction\*\***:
  - Focus on three core skills: rapport building, qualifying, and closing.
  - Deconstruct sales into these essential components for faster mastery, emphasizing qualifying and rapport-building first, with closing to follow.
2. **\*\*Selection\*\***:
  - Prioritize the highest-frequency material (core interactions and objections you'll encounter

most often).

- Practice on high-volume sales environments like outbound sales to maximize opportunities to refine these skills.

3. **\*\*Sequencing\*\***:

- Start with rapport building and qualifying, as they form the foundation of the sales process.
- Closing comes later once you've developed the ability to connect with prospects and determine their needs.

4. **\*\*Stakes\*\***:

- Incorporate low-stakes practice to avoid burnout and create a safe space for trial and error.
- Alternatively use high stakes real-world consequences for not meeting your goals (put your back against the wall)

This framework ensures a structured and effective approach to mastering sales skills efficiently, focusing on the most critical elements first.

## Alternate Ideas

1. **\*\*Sales Pitch in Everyday Conversations\*\***:

- Find opportunities in casual conversations (with friends, family, or strangers) to pitch something. This could be anything, like convincing someone about a restaurant choice or sharing why you prefer a particular brand.
- Focus on rapport-building and qualifying, like asking open-ended questions to understand what the other person values before making your point.

2. **\*\*Improv Classes\*\***:

- Improv teaches you to think on your feet and respond quickly in unexpected situations, which mimics real-time sales conversations.
- Practice with a group or online improv communities to improve adaptability and persuasion skills.

3. **\*\*Street Prospecting\*\***:

- Try setting challenges for yourself, like approaching 10 random people in public spaces and starting conversations that lead to a sales-like interaction. This builds confidence and thickens your skin for rejection.
- You can pitch a hypothetical product or service and work on handling objections.

4. **\*\*Selling in Video Games\*\***:

- Games with trading systems (like MMORPGs or marketplaces) let you practice negotiation and persuasion. Games like *\*EVE Online\** or *\*Old School RuneScape\** have robust player economies where you can trade virtual goods, practice deal-making, and understand buyer psychology.

5. **\*\*Reverse Engineer Sales Emails\*\***:

- Collect emails from brands you admire or competitors, analyze their structure, tone, and strategy, then rewrite them for different offers or audiences.
- You could turn this into a personal exercise, writing and revising emails daily to sharpen your persuasive writing and closing skills.

These methods will keep your practice varied and fun while helping you master key sales components!