

# **Jacques Werth - High Probability Selling**

Discover How High Probability Selling  
Re-invents the Selling Process

Learn to Sell Without Pain or Pressure.  
Prospect Without Stress and Anxiety.  
Sell more — while maintaining your self-respect.

What's the result of taking our sales workshops?

## **What's the result of taking our sales workshops?**

- Telephone Prospecting is easy, effective, and stress-free!
- 97% of your prospects keep their appointments.
- Your prospects trust you and respect you.
- You close about 74% of your prospects — without anxiety or pressure.
- You, your colleagues, and management work together to penetrate and win Major Accounts.
- You are paid handsomely for your time, effort and competence.

## **What's the secret behind High Probability Selling Techniques?**

- DIS-qualify prospects: Stop wasting time with people unlikely to buy from you.
- Stop cajoling and persuading, and start listening.
- Stop “selling” and start doing business with people based on mutual trust and respect.
- High ethical standards are entirely compatible with financial success.

**Archive:** <https://web.archive.org/web/20050830035152/http://www.highprobsell.com/>