

Michael Carroll - Close That Sale

Sales are the nutrient of any business and without good sales processes companies are starved of profits. On these DVDs, you will learn to give your business a lift by developing your own personal skill set. Through watching these DVDs your eyes will be opened to how NLP can give you a fresh insight into the sales process. The secret of selling is learning to present your product to match your customers' natural thinking preferences. You will learn how to apply the powerful communication patterns of NLP to make it very easy for your customers to say YES.

Michael Carroll is a NLP Master Trainer. He is the Founder and Course Director of the NLP Academy. He is a certified Master Trainer of NLP (the highest level in the field) and a Master Trainer of Hypnosis. Michael creates a collaborative learning environment where the interplay of conscious and unconscious learning processes fully harness the potential of each learner on a course. He has a unique style using metaphor, humour, questioning, and elicitation of altered states. This makes a course with Michael a profound learning experience flowing into every outlet of your life. In the words of his clients he is a "training genius".

Buy Close That Sale NLP Style and learn how to:

- Understand your clients' mental strategies, personal beliefs and motivations
- Gain extraordinary deep rapport with anyone in moments
- Use specific questioning strategies to get to the heart of objections
- Read and influence body language and other non verbal behaviour
- Understand what motivation drives objections and deal with it at a deeper level
- Enable people to buy without hard selling
- Understand the factors that drive overwhelming desire
- Use another persons hot buttons to create enthusiasm and passion
- Understand the five step process for influencing and selling to anyone
- Understand the deeper motivation that drives decision making
- Use the six mental filters that determine how people make decisions
- Speed up the decision making process
- Influence others and come across as impartial
- Use hypnotic language to create responsiveness
- Maintain the optimum selling state to ensure sales success

The real secret to selling is to convert those sales leads by thinking like your customer and more importantly, understanding that different personality types respond to different closing styles. This workshop brings together the power of verbal communication and body language as well as traditional sales techniques. After the course, you will understand your customers' thinking processes and above all, what triggers their decision to buy!

Here's What You Will Get In Michael Carroll – Close That Sale

Name 	Owner	Last modified	File size
 Close That Sale NLP Style - Disc 2.m4v 	Shareknowledge Digital	Mar 30, 2022 Shareknowledge...	646 MB
 Close That Sale NLP Style - Interview Michael Carroll.m4v 	Shareknowledge Digital	Mar 30, 2022 Shareknowledge...	62.9 MB
 Close That Sale DVD Manual.pdf 	Shareknowledge Digital	Mar 30, 2022 Shareknowledge...	3.9 MB
 Close That Sale NLP Style Disc 1.mp4 	Shareknowledge Digital	Mar 30, 2022 Shareknowledge...	804.5 MB