

It's great
to meet
you!



N.L.P. for Sales
Teams Pitch Deck



N.L.P. FOR SALES: SECRETS TO CLOSING

The #1 seminar
that will give
your sales teams
the advantage...



➤ Do you need your sales team to close more business?

- ✓ Are your sales teams trying to meet their quotas and can really use additional techniques in their sales pitch to help get them there?
- ✓ Do you want your sales team to be able to connect with their potential customers in a way where they feel completely confident that they have the answer to their problem and will buy from them?

Introduce your sales team
to the secret of underlying
communication: **N.L.P.**

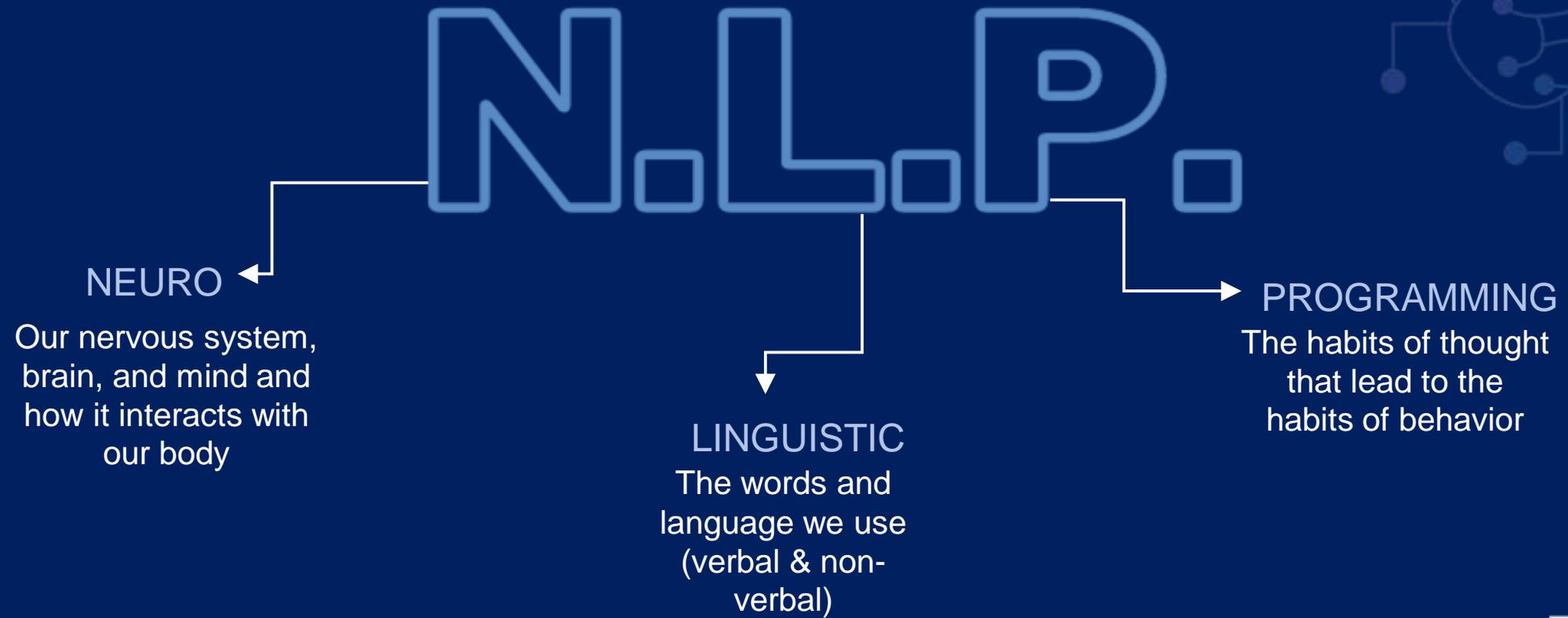
We have your
solution...



HOW CAN YOUR TEAM HAVE THE EDGE IN SALES?

Neuro Linguistic Programming

N.L.P. explores the relationship between how we think, communicate and our patterns of behavior.



How will this seminar benefit you ?

Figuring out someone's NLP language will help you learn how your potential clients or customers:

- ✓ Relate
- ✓ Communicate
- ✓ Make decisions
- ✓ Prefer to be influenced



➤ What will your sales teams learn and experience in this 2 ½ hour interactive seminar?

Matching and Mirroring REMOTELY

Perspective in communication

Reflective listening

Body Language

Visual, auditory and kinesthetic sensory acuities

Eyes Clues

Verbal clues on virtual platforms, the phone and in person

Matching and mirroring in person

Identifying a person's meta program

Reframing

Tag questions

Pacing and leading

Feel, felt, found

Embedded commands

Forward pacing

➤ Teams will have the opportunity to practice techniques with each other during the seminar using your specific industry examples. Each person will also receive a journal with the concepts from the seminar that can be referred to along with places to record activities and thoughts.

4. MODALITIES

There are **4** main types of modalities:



VISUAL

Uses visual language:

“I see what you’re saying.” “Looks good.”



AUDITORY

Uses auditory language:

“I hear what you’re saying.”

“It rings a bell.”



KINESTHETIC

Uses kinesthetic language:

“I feel what you’re saying.”

“It feels right.”

“Let’s get a handle on this.”



AUDITORY DIGITAL

An auditory person may say, “I can’t hear what you are saying” or “This doesn’t sound right. An **auditory digital** person may say, “There is no logic in what you are saying” or “This does not make sense”.

3. Identifying their META-PROGRAM

Discover whether they are an “away” person or a “towards” person

Ex: Why are you looking to buy a car?



AWAY (from pain) PERSON

“Because I am sick and tired of my old one. I don’t want to spend so much on gas and it doesn’t perform well in the rain or snow.”



TOWARDS (pleasure) PERSON

“Because I really want to get into a car that has great gas mileage and will perform great in the rain or snow!”

BOTTOM LINE

Everyone not only has a spoken language, but they *also* have an “N.L.P. language.”

When your sales team learns how to identify their potential client’s “N.L.P. language”, they will have the advantage of gaining a deeper rapport leading to the opportunity to close business over your competitors.



Why should you invest in your sales team with us today?

- ✓ Not your typical sales course content
- ✓ Gives your team the edge
- ✓ Interactive
- ✓ Custom examples and activities around YOUR field
- ✓ Includes a journal participants can refer to after the seminar with NLP Concepts as well as places to record activities and thoughts
- ✓ Your ROI....ask yourself, if JUST HALF of the sales team applied these concepts and closed one more sale or contract next month, how much value would this seminar have provided your for company?
- **INVEST NOW** because NLP can **TRULY** be the training that helps your team increase their sales.





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Founder/CEO



Learn more and contact our team with questions at:

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*Our company and experienced
trainers are looking forward to
serving you!*

