

Welcome!



Biblical Selling

The Sales Performance Accelerator Excerpts Regarding the Mindset for Selling

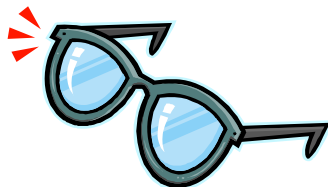
Thursday April 9th, 2015



DISTINCTIONS: CONVERSATION, ATTITUDE & MINDSET



Notes:



1. Dialog / Conversation

The spoken dialog with another person

Is a product of our Attitudes, our preparation and our counterpart

2. Attitude

Our thoughts and mental contemplations at a given moment

*Is a product of our **Perspective / Position / Mindset** at that moment and in that situation*

3. Perspective / Position / Mindset

**FAITH
BELIEF
MORALS**

A fundamental belief, perspective or point of view from which we make decisions

Is a product of our motives, morals, past experiences and situational context

This affects how a person or a situation occurs to us

THE MAGIC PILL



Notes:

PERSISTENCE
IS A FUNCTION
OF YOUR ALTRUISM!

SELLING IS
A NATURAL
ACT...
when you
are trying
to help!

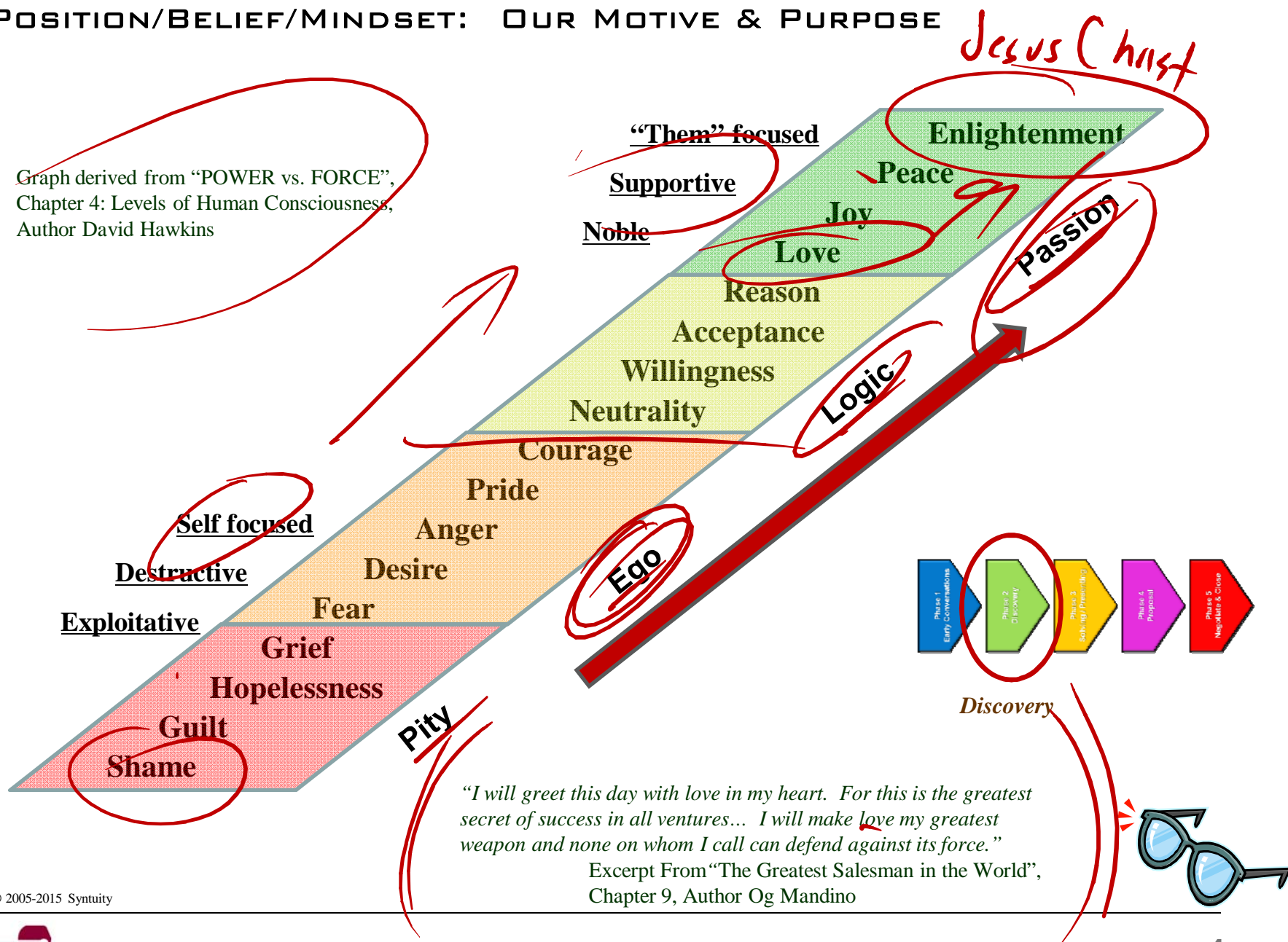
How Would You Sell It? What Would You Say?

- ① ENGAGE A CONVERSATION ABOUT ANYTHING
EXCEPT CANCER & PILLS!
 - ② STEER THE CONVERSATION TOWARDS CANCER
 - ③ TALK/EMPATHIZE WITH THEIR CANCER
 - ④ INTRODUCE YOUR REMEDY
- AMWAY REACTION!!

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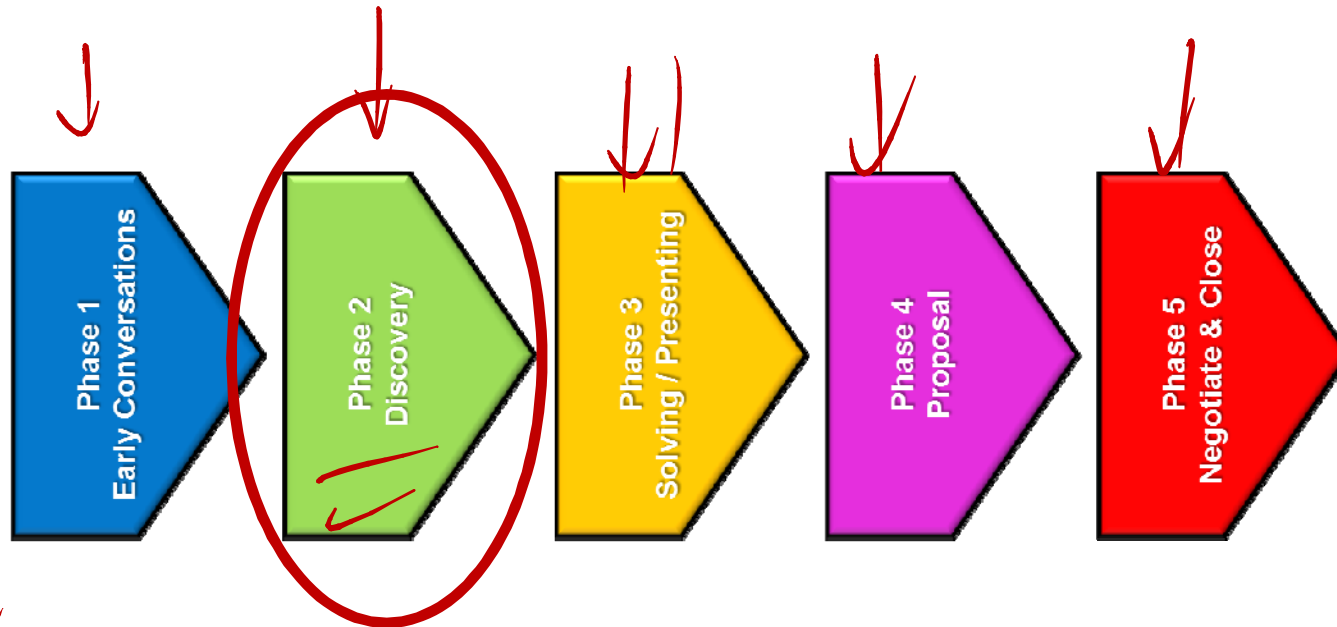
POSITION/BELIEF/MINDSET: OUR MOTIVE & PURPOSE

Graph derived from "POWER vs. FORCE", Chapter 4: Levels of Human Consciousness, Author David Hawkins



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STRONG DISCOVERY + SOLUTION = PASSION



Truly powerful influence and conviction occur when YOU internalize a complete understanding of the customer's issue in the Discovery phase, and YOU understand and believe that your solution can help them.

It occurs when your pure intent is to help the customer to achieve their objective.

"As each has received a gift, use it to serve one another, as good stewards of God's varied grace"

1 Peter 4:10

"If you really fulfill the royal law according to the Scripture, "You shall love your neighbor as yourself," you are doing well."

James 2:8

CONVICTION CREATES INFLUENCE



Ours

*(You should do X and Y and Z)
(Our product/service can really help you)*

During every interaction,
somebody is buying
and somebody is selling...

Theirs

*(I'll stick with status quo)
(You just want my money)*

"The apostles said to the Lord, "Increase our faith!" And the Lord said, "If you had faith like a mustard seed, you would say to this mulberry tree, 'Be uprooted and be planted in the sea'; and it would obey you."

Luke 17:5-6



BUT I AM INTERESTED IN THE MONEY TOO!!

“Look at the birds of the air; they do not sow or reap or store away in barns, and yet your heavenly Father feeds them. Are you not much more valuable than they? Can any one of you by worrying add a single hour to your life?

And why do you worry about clothes? See how the flowers of the field grow. They do not labor or spin. Yet I tell you that not even Solomon in all his splendor was dressed like one of these. If that is how God clothes the grass of the field, which is here today and tomorrow is thrown into the fire, will he not much more clothe you—you of little faith?

Matthew 6:26-30

SELLING WITH INTEGRITY REQUIRES A DILIGENT FOCUS ON THOSE WHO NEED US!

The Parable of the Sower

“A farmer went out to sow his seed. As he was scattering the seed, some fell along the path; it was trampled on, and the birds ate it up. Some fell on rocky ground, and when it came up, the plants withered because they had no moisture. Other seed fell among thorns, which grew up with it and choked the plants. Still other seed fell on good soil. It came up and yielded a crop, a hundred times more than was sown.”

Luke 8:1-8

OUR COMPANIES ARE BOTH GIFTS AND RESPONSIBILITIES

The Parable of the Talents

“For it will be like a man going on a journey, who called his servants and entrusted to them his property. To one he gave five talents, to another two, to another one, to each according to his ability. Then he went away. He who had received the five talents went at once and traded with them, and he made five talents more. So also he who had the two talents made two talents more. But he who had received the one talent went and dug in the ground and hid his master's money. Now after a long time the master of those servants came and settled accounts with them. And he who had received the five talents came forward, bringing five talents more, saying, ‘Master, you delivered to me five talents; here I have made five talents more.’ His master said to him, ‘Well done, good and faithful servant. You have been faithful over a little; I will set you over much. Enter into the joy of your master.’ And he also who had the two talents came forward, saying, ‘Master, you delivered to me two talents; here I have made two talents more.’ His master said to him, ‘Well done, good and faithful servant. You have been faithful over a little; I will set you over much. Enter into the joy of your master.’ He also who had received the one talent came forward, saying, ‘Master, I knew you to be a hard man, reaping where you did not sow, and gathering where you scattered no seed, so I was afraid, and I went and hid your talent in the ground. Here you have what is yours.’ ”

Matthew 25:14-30