

STEP UP Your Sales Presentation

Close More Sales, Guaranteed

The Problem: Unfortunately many sales presentations fail to connect with the customer and move them to take action.

The Solution: STEP-UP Your Sales Presentations

STEP-UP just like it's sister training FIRE-UP is a fast paced and invigorating 2-day training program that has a worldwide reputation for producing breakthrough results. As a salesperson you are under tremendous pressure to produce results. Every presentation counts and in many situations, if your first presentation doesn't go well, you don't get a second chance. While FIRE-UP is focused on group presentations, the STEP-UP Training is designed to help you close more small meeting sales in less time. The STEP-UP presentation coaches aren't just ordinary trainers like you might find in other training programs. Every STEP-UP Coach has to have been a superstar salesperson before they began facilitating the STEP-UP Training. They've been in your shoes, they've produced under pressure, and now they want to help you do the same.

The STEP-UP Training will make you an expert in 3 critical areas:

1. How to mentally prepare yourself to win before every presentation.
2. How to instantly connect and use a powerful sequence of question to discover your customers most important problems and motivators.
3. How to communicate an irresistible value proposition and get your customer to take action.

The training doesn't end after just 2 days.

1. You will receive 6 Coaching Emails that will remind and refocus you on the core STEP-UP concepts
2. You will receive unlimited access to the STEP-UP Coaching Portal and it's videos that reinforce every aspect of the STEP-UP Training

You'll Learn to:

- Eliminate all disempowering thoughts and emotions that could derail you.
- Use a proven 3-minute mental preparation routine to create unshakeable confidence.
- Create a compelling outcome for every customer presentation.
- Grab your customer's attention before you even begin.
- Connect instantly and develop trust with your customer.
- Break the ice with a powerful opening.
- Discover your customer's pain and motivators.
- Get your customer highly engaged in your presentation.
- Create a burning desire for your solution.
- Get your customer to take action.
- Turn every presentation into a meaningful conversations.
- Communicate with charisma that will win over any customer
- Use your voice and body language to create presence and power.
- Create a long term trusted advisor relationship with your customer.
- Your STEP-UP Toolkit Includes:
 - The STEP-UP Workbook
 - Digital video recording of your presentations and coaching
 - The "Feel Like A Winner" mental preparation routine
 - The STEP-UP preparation worksheet
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