

FIRE-UP YOUR SALES PRESENTATION

CLOSE MORE SALES IN LESS TIME

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

The Solution: FIRE-UP Your Sales Presentations

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. The FIRE-UP Training is designed to help you close more sales in less time. The FIRE-UP presentation coaches aren't just ordinary trainers like you might find in other training programs. Every FIRE-UP Coach has to have been a superstar salesperson before they began facilitating the FIRE-UP Training. They've been in your shoes, they've produced under pressure, and now they want to help you do the same.

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

1. How to design a compelling presentation that will move your customer to action.
2. How to mentally prepare yourself to perform at the highest level under pressure.
3. How to energize and motivate even the toughest customers.

YOU'LL LEARN TO:

- Create a compelling outcome for every presentation.
- Understand your customer's pain and design an irresistible solution.
- Organize your presentation around 3 "attention grabbing" core concepts.
- Eliminate all disempowering thoughts and emotions that could derail you.
- Use a proven 3-minute mental preparation routine to create unshakeable confidence.
- Grab your customer's attention before you even begin.
- Align with your customer as a trusted advisor.
- Break the ice with a powerful opening.
- Create a burning desire for your solution.
- Create visuals, experiences and demonstrations that enhance your message.
- Communicate with charisma that will win over any audience.
- Turn every presentation into a "series of connected conversations."
- Move with a purpose to maximize your connection.

Your FIRE-UP Toolkit Includes:

1. The FIRE-UP Workbook
2. FIRE-UP Your Presentation hardcover book
3. Win the Presentation Game book
4. Digital video recording of your presentations and coaching
5. The "Feel Like A Winner" mental preparation routine
6. The FIRE-UP preparation worksheet

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 FIRE-UP concepts
2. You will receive unlimited access to the FIRE-UP Coaching Portal and it's 31 videos that reinforce every aspect of the FIRE-UP Training.