

The Magic 8's

SALES SKILLS TRACK

of selling



Presented
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The Magic 8s of Selling

Convert to sale -

Repeat sale -

Referral sale -

Cross selling -

Suggestive selling -

Up selling -

Add-on selling -

Impulse selling -



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The Magic 8s of Selling

The either/or closing -

The assumptive closing -

The reflective question closing -

The feel, felt, found closing -

The take-away closing -

The "ask-for-it" closing -

The relevant story closing -

The "What did I do wrong?" closing -