

Challenging and changing the sales strategy for selling homes

What is behind the success of sales people who make it BIG?

Relationship building with the client ✓

Knowledge and professionalism ✓

Understanding the difference between benefits and features ✓



However, there is also an applied science operating here which is not explored in traditional sales courses, which solidifies strategies and changes everything for the better and it starts with biology...

Welcome to the "I am Rex" Foundation Workshop.

In this workshop, you will explore the concept of BAT to SCORE:

Biology of the Heart-Mind connection

- ✓ understand the basic quantum world
- ✓ unconscious belief structures which are not necessarily helping with people dynamics

Action

- ✓ understanding of what is needed to change and using the latest tools to create / innovate the change

Transformation

- ✓ how the tools are impacting / influencing your life and how to further "tweak" them so that work in your favour

PLUS we look at the 3 basic principles in selling using the Foundation understanding:

1. Selling Benefits, not features
2. Listening
3. Handling Objections

Some Positive Outcomes ...

- Finding purpose in life which has a positive affect in the work you do
- Understanding colleagues and clients better, which results in a much healthier and more positive work environment
- Less time off being ill with rather more time spent being passionate about your work and searching for opportunities
- A balanced outlook on life, thereby creating a solid foundation for enabling clients to feel confident in your ability to make one of life's largest decisions
- Happier staff = happier business environment = happier clients

“Find the joy in what you do”

“Helped me refocus my energies and to keep things simple when doing business”

Scott Tait ~ Chas Everitt Franchise Owner

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