

Team
Serendipity
"in omnia paratus"

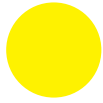
Summer Sales Savvy

Access the accompanying training video here:

<http://directsalesinstitute.com/TeamSerendipity>

Username: teamserendipity Password: bestteamever

Not a part of Team Serendipity? Contact DSI to arrange a training for your team.



Summer Sales Savvy

Customers

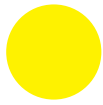
Put Yourself in Their Shoes {What Problem Do You Solve}

What Are Your Summer Savers

Offer a Great Deal

Close Outs

New Product



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Customers

Reaching Out

Client Records

Start With a Voice Mail

Follow Up With a Text, Message or Email

Personalize the Approach {know them}

Keep Good Notes

Check in on Their Profile

Leg Work Pays Off



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Prospects: A Summer Event

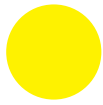
Host Your Own

Offer 2 Times

Call and Invite

Incentivize Bring a Friend and Orders

Leverage a Tandem FB Event



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Suggestive Selling

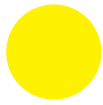
Get Face to Face

Use the Personal Pronoun YOUR

Have them Touch the Product

Help Them See It in Their Home

WHEN not IF



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Avoiding Objections

Anticipate

Cover it BEFORE

Listen

Kiss

B3G1F



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Final Thoughts

Action Steps for Success

Order the New Styles

Set Up Your Event

Reach Out Until You Hit Your Goal

Customer Follow Up

| | |
|---------------|-----------------|
| Name: | Date: |
| Phone Number: | Street Address: |
| Email: | City/ST/Zip: |
| Source: | |

About Them

| | |
|-------------|-----------|
| Birthday | Married |
| Anniversary | Favorites |
| Children | |

| Date: | Notes: |
|-------|--------|
|-------|--------|

| | |
|----------|--|
| 1 Day | |
| 2 Weeks | |
| 3 Months | |
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