

“I genuinely believe when it’s delivered correctly sales and customer service is exactly the same thing.”

Alison
Edgar

MBE

WHO AM I?



The
Entrepreneur's
Godmother®

Alison Edgar



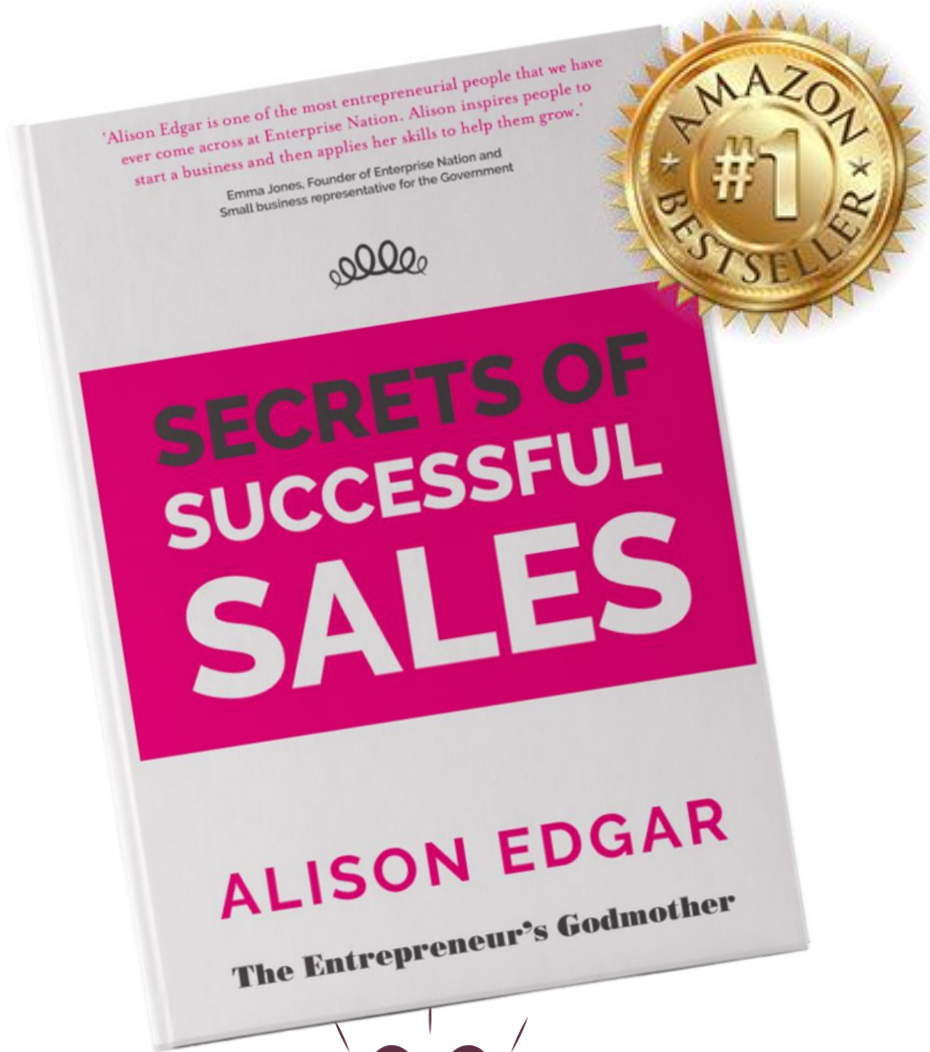
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SECRETS OF SUCCESSFUL SALES

BEST-SELLER
amazon

WHSmith

TOP 10 BUSINESS BOOK

AS FEATURED IN:



INDEPENDENT



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ASSUME

**A lot of people assume they can't
sell during this time**



MINDSET



Fixed Mindset

"I'm either good at it or I'm not"

"Failure is the limit of my abilities"

"I don't like to be challenged"

"I stick to what I know"

"Feedback and criticism are personal"

Growth Mindset

"I can learn to do anything I want"

"Failure is an opportunity to grow"

"Challenges help me to grow"

"I like to try new things"

"I take feedback on board as constructive which helps me develop"

Sales and Marketing is like golf...




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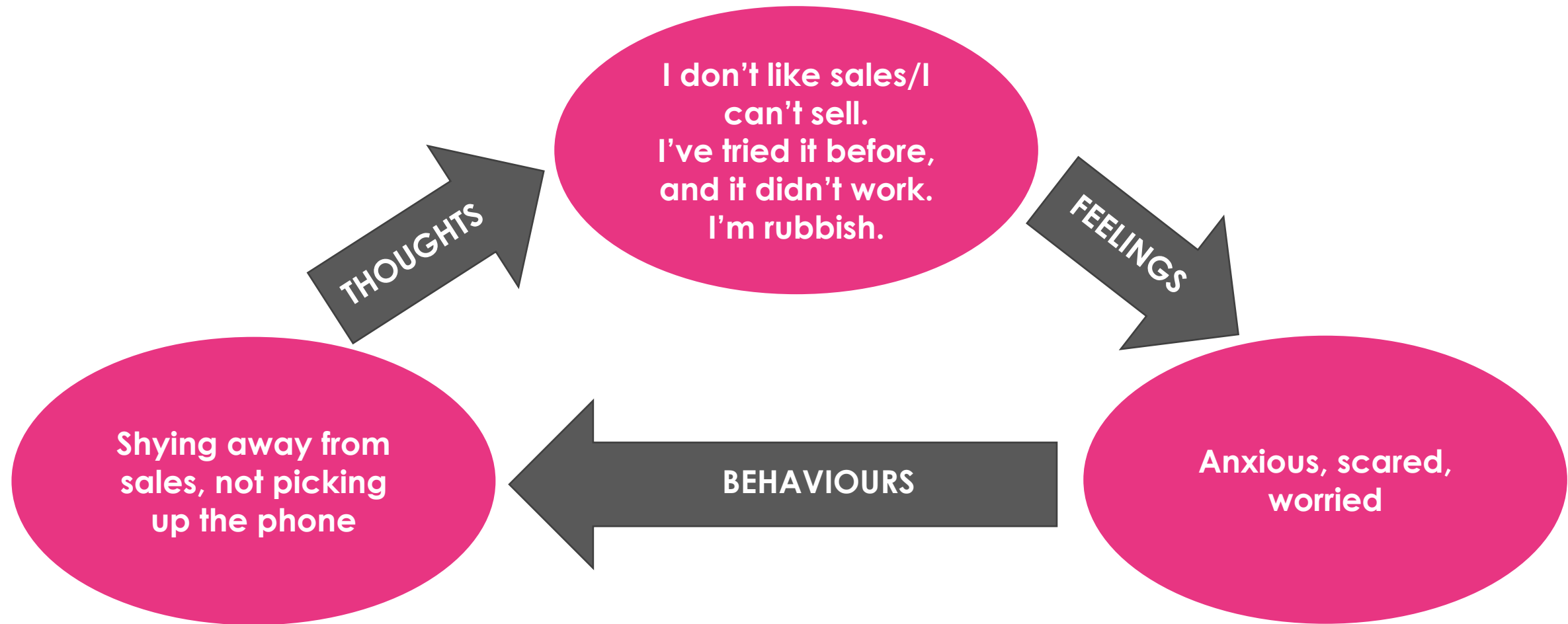
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**“When it’s delivered correctly, sales
and customer service are
exactly the same thing”**



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UNDERSTANDING BEHAVIOURS


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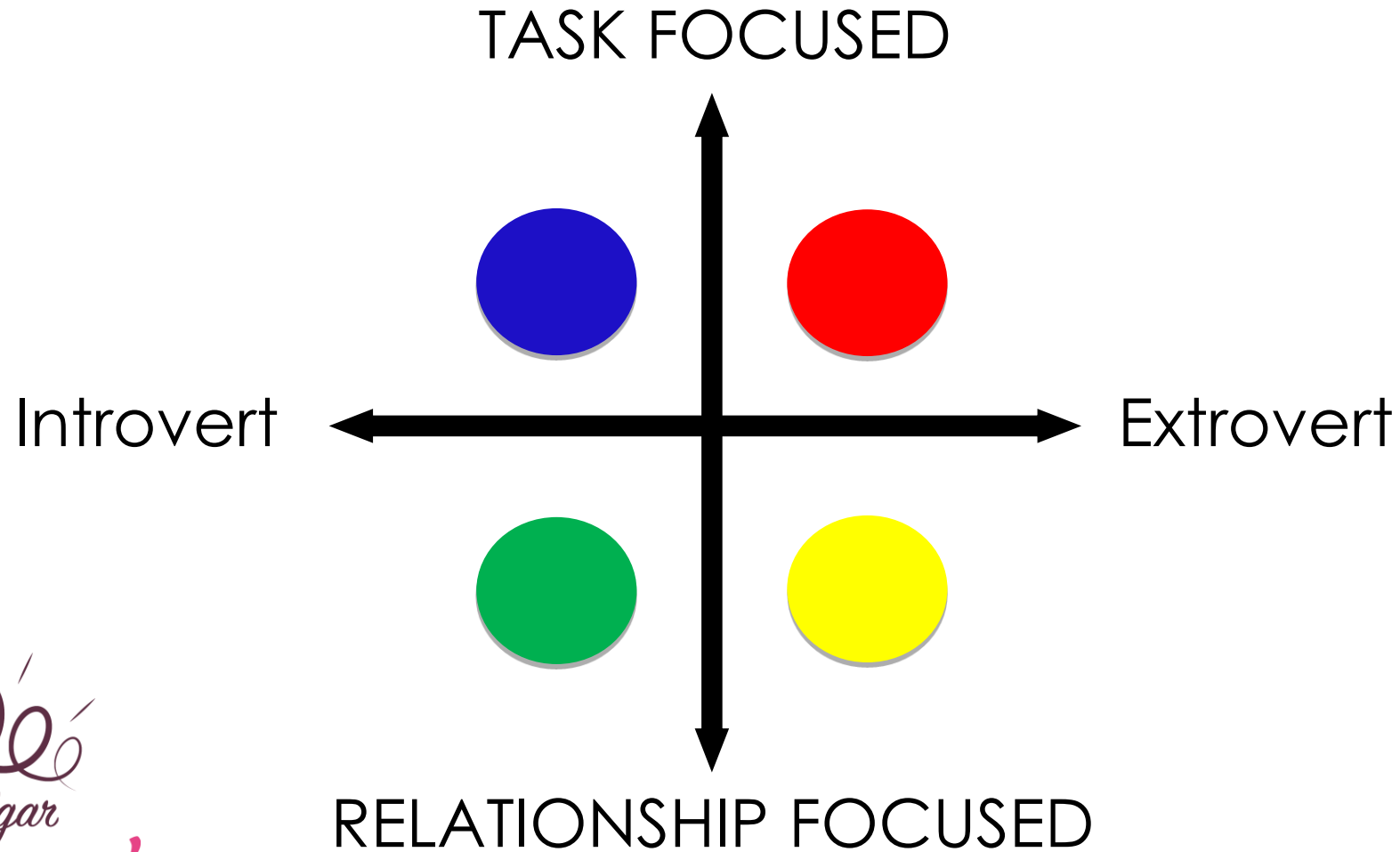


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We have different views of the world...



~~**“TREAT OTHERS HOW YOU WOULD
LIKE TO BE TREATED”**~~

**“TREAT OTHERS HOW THEY
WANT TO BE TREATED”**



SALES PROCESS

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‘WIN’trroduction

WHO
YOU ARE

WHERE
YOU ARE FROM

WHAT'S
IN IT FOR THEM

WHAT'S
IT ABOUT

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Think like a child...


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SALES STRATEGY

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BINGO

Products/Services

Clients		Example Product 1	Example Product 2	Example Service 1	Example Service 2
	Example		X	X	


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Prioritise!

Who do you want to...



MARRY?



AVOID!



SNOG...

CONFIDENCE



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“I THINK I AM, THEREFORE I AM”



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WIN-WIN MINDSET




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Work with Me

This package is for those looking for **accountability and motivation** to take their sales to the next level. This package includes:

- Easy Peasy Sales Online Course (RRP £299)
- Strategy analysis and 1-hour coaching session with me (RRP £450+VAT)
- LinkedIn in Colours eBook (RRP £15+VAT)
- Guide to Selling on Social Media (RRP £15+VAT)

A one off payment of £450+VAT

Offer expires 16/07/2021
Contact Rebecca@alisonedgar.com to sign up