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'Lead the Pack' Sales Training

Improve Money Talk and Improve Sales

Salespeople know budgets, costs, and investment ranges are guarded secrets by prospects. A prospect's ability and willingness to invest resources (including time and energy) toward a solution is an important qualifier. Most real estate agents are adept at establishing budgets and getting money issues clear early. They are a good example for all sellers. A major obstacle for many sellers is their comfort level asking about the investment capability of the prospect. Too often a little dodge or push back from the buyer causes the seller to end the questioning. In reality, a gentle clarifying question or second attempt is all that is needed. A good tenet is to work on your confidence and comfort talking about money. The more comfortable you are, the more comfortable the prospect will be sharing.

**"When I chased after money, I never had enough. When I got my life on purpose and focused on giving of myself and everything that arrived into my life, then I was prosperous."
- Wayne Dyer**

How do you create comfort for the buyer when discussing budgets and pricing?

Leadership Connections

Leading you to exceptional sales success, Connecting you with top line results

Sales Mastery 'Lead the Pack' Sales Training

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