

Sales Presentation

By Jen Draper, Certified BANK Trainer

Let's talk about:

1) Clarity

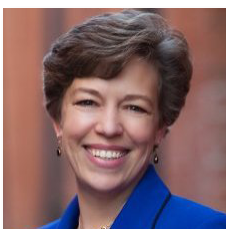
- a. _____ message
- b. Are you talking to the right _____?

2) Connection

- a. Research the _____ and the _____
- b. Ask lots of _____ during the presentation
- c. Understand what your audience _____. This will tell you what verbal and nonverbal communication styles to use.
- d. Constantly take the _____ of the room.

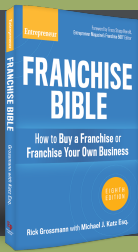
3) Contribution

- a. Focus on how you meet your audience's _____ not on your product's strengths.



A sales and relationship trainer, **Jen Draper** teaches business owners how to increase their sales up to 300%. A 20-year veteran of the US Air Force and financial advisor for Edward Jones, Jen helps her clients connect with prospect quickly to close their sales cycles faster.

Jen Draper: 719.722.0123
Jen@JenDraperCos.com
mybankbode.com/jendraper



FRANCHISE
BIBLE STUDY

my
franchisehub™

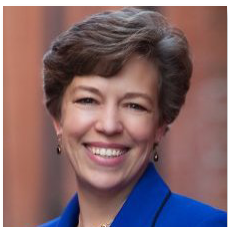
Launch your franchise success plan • MyFranchiseHub.com

4) Compassion

a. Be prepared to meet the unexpected with _____

5) Ask for _____

Exercise: Examine your existing sales presentations and determine how well you are using clarity, connection, contribution, and compassion. Do you ask for the sale?



A sales and relationship trainer, **Jen Draper** teaches business owners how to increase their sales up to 300%. A 20-year veteran of the US Air Force and financial advisor for Edward Jones, Jen helps her clients connect with prospect quickly to close their sales cycles faster.

Jen Draper: 719.722.0123

Jen@JenDraperCos.com

mybankbode.com/jendraper