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"Trust is the Soul of Sales"

SMOOTH SALE
 PRESENTATIONS

- Believe, Become, Empower
- How to Build A Global Audience
- Sales On A Higher Plane

Are You Ready To Improve Results?

If you are ready to improve results, seriously consider the efficient method that works well. Take time off to review the progress you have made until now.

1. Where are you today?
2. What was your starting point?
3. What did you learn on your journey to date?

Most often, our worst experiences are our gifts in disguise. For example, I was expected to fail in my first sales job. Why? Because I was a woman, and females are too dumb to succeed. Therefore, I was not provided with sales training. No training proved to be my gift in disguise.

"Never Give Up! Find a better way to proceed, and persevere until you prove to yourself, Yes, I Can!"

Instead of the typical sales scripts, I would ask prospective clients why they agreed to meet with me. This way, I would know what to continue doing. And instead of speaking endlessly about our products, I asked many questions such as:

How do you prefer to buy; what are your expectations of vendors?
 What is one essential factor that will bring a decision to the seller's favor?
 How did you choose your career, and what do you enjoy most?

The lack of training proved to be the best thing that could ever have happened. Instead, I build relationships. My brand became known as 'A Breath of Fresh Air!' By the fourth month, not knowing a thing about the business equipment I was to sell, I became the top producer! Of course, office games got very ugly, but I became more determined than ever.

Elinor Stutz, CEO Smooth Sale, is an inspirational speaker, Top Creative Sales Blogger, and International Best-Selling Author featured in TIME Magazine and ABC-TV News. Her tagline is, "Breaking Barriers."

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