



# **SELL AT THE SUMMIT**

**“Top 10 Secrets of Sales Superstars!”**

## **TeleClass Outline**

### **Session 1**

- 1. Confidence- Key to the Kingdom.**
- 2. Shut up and sell!**
- 3. Learn to let the prospect sell themselves.**
- 4. Act like you belong.**
- 5. If you believe it, you can sell it.**



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**Session 2**

- 6. World Class Fact Finding Questions.**
- 7. How to maximize first 10 seconds of call.**
- 8. Sterling start to each day!**
- 9. How to get “Gatekeepers” to sell for you.**
- 10. Follow-up long term key to success.**