



6 x SALES PULL

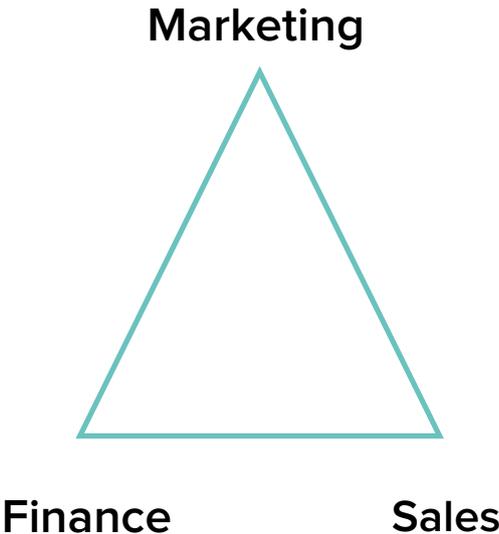
6 Steps

Checklist

1. Apply Loyalty
5 Touchpoints
2. Fears & Benefits
Concerns attended to
3. Type of Client
Profiled
4. Gestation
Never get a NO
5. Point of Sale
Decision point to engage
6. Pitch Scripts
10 sec 30 sec 3 min

Growth Team

Are your resources working together in an integrated fashion?



Do all six steps, have your Growth Team activated and you'll maximise sales volume.