

# Suit Up! Show Up! Sell!™\* Outline

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Name \_\_\_\_\_ Institution \_\_\_\_\_ Date \_\_\_\_\_

## A. *SuitUp!* 5 Strategies for \_\_\_\_\_ Sales Performance™

*Sales* \_\_\_\_\_ *Process*

1. Positive \_\_\_\_\_
2. Make the \_\_\_\_\_
3. Willingness to \_\_\_\_\_
4. Administration, Planning + Tracking =  
\_\_\_\_\_
5. Advance Preparation for \_\_\_\_\_

## B. *ShowUp!* 5 Elements of Sales \_\_\_\_\_!™

*Sales* \_\_\_\_\_ *Process*

1. CONTROL
2. CONFIDENCE
3. CONVICTION
4. CREDIBILITY
5. CARING

(Supported by)

Pre-Call \_\_\_\_\_!

Post-Call \_\_\_\_\_!

(Honor) the \_\_\_\_\_

## C. *Sell!* 5 Steps of an \_\_\_\_\_ Sale™

*The Sales* \_\_\_\_\_ *Process*

1. They Buy \_\_\_\_\_
2. They Buy Their \_\_\_\_\_
3. They Buy Your \_\_\_\_\_
4. They Buy Your \_\_\_\_\_
5. You \_\_\_\_\_