

MANIPULATE THE SALE

PSYCHOLOGICAL TOOLS THAT SELL MORE

COLIN CHRISTOPHER
5 Days to Better Sales Ways
Day 3





Day 3 – The Celebrity Hall Pass

Yesterday: How did it feel to talk about something new instead of the usual small talk? How did it feel to connect with someone on a different level?

1. Who are your top 5?

i.

ii.

iii.

iv.

v.

2. Why meet? What would you do? What does it look like?

3. Have you scheduled a time to reach out? When?

What People Are Saying...

Watch Video Testimonials at www.manipulatethesale.com/testimonials

“The Manipulate the Sale Training was an eye opening experience. I’ve read psychology and self-improvement books before, but this training really made me apply a lot of concepts to directly influence my psyche and consequently my sales.

The exercises we did require a bit of a phase shift and seem strange at first but they work to influence whatever it is you set out to improve in your life – not just sales!

I would recommend this program for those serious about improving their sales and having a mindset shift about how they approach the sales situations. This training gives techniques on how to have your potential clients naturally ask about your product or service instead of trying to pitch it to them like most sales people – and the best part, it feels natural!”

Denis Sakhno

“I was able to identify and pinpoint the differences between someone who just ‘thinks positively’ and someone who truly has mastered their thoughts and has them under control and therefore can produce results. I just wanted you to know that the way that you explained everything, and the organization of how it was put together is immaculate.”

Victoria Luttmann

“I just want to say that after taking the Colin Christopher courses, they really made a big difference in my business. One particular area that I have applied to my business and myself is Training the Gatekeeper (the mind). I used to be so scared to make calls – I would assume the result of the call before I even made the call.

Applying the training that Colin had given us, I was able to free myself of pre-conceived notions by training my mind to believe positive things and expect good results. Also, his courses reminded me not to take anything personal in sales calls. If I got an objection, I used to just cave in and proceed to end the call, but after the sessions, and also the one on one session, I am now able to further ask more probing questions without being too pushy.

I apply this same principle in networking situations as well, I try to ask questions about the individual I’m speaking with in order to steer that conversation in the way I want it to go. Due to applying what I have learnt, I was able to win the CIBC Quarterly Achievers Award for Q32017...Thanks Colin...You’re the best :)”

Fiona Dwyer