



SPEEDCODING

HOW MUCH COULD YOU IMPROVE YOUR CUSTOMER SERVICE AND EMPLOYEE RETENTION IF YOU KNEW HOW TO REVEAL CUSTOMER AND EMPLOYEE VALUES AND PRIORITIES WITHOUT ASKING THEM?

This 8-hour intermediate course is the next step in gaining mastery of the B.A.N.K. Personality Profiling System™.

SPEED CODING™ teaches you how to identify your customers' and employees' decision-making behavior accurately in less than three minutes.

This intermediate training workshop takes your baseline knowledge and understanding of the B.A.N.K. Personality Profiling System™ to the next level. During this intensive, experiential learning program, you will begin to master B.A.N.K.™ and discover the technique of Speed Coding™ through visual recognition clues, auditory triggers, and brief strategic conversations.

IN THIS COURSE, YOU WILL:

- Review the 4 B.A.N.K. Personality Types™.
- Learn and apply likes, dislikes, and clues associated with each personality type.
- Apply the research and illustrations based upon the B.A.N.K. Personality Sales Training System.
- Analyze how decisions are made by each of the B.A.N.K Codes™.
- Examine and compare non-verbal and verbal recognition clues of the 4 B.A.N.K.™ Personality Types.
- Formulate your own set of strategic questions using The Speed Coding Formula to crack the code of your classmates so that you can practice speed coding with confidence.
- Practice cracking the code of classmates within 3 minutes without the use of the B.A.N.K.™ Value Cards, using the strategic questions developed.
- Write down the application scenarios of Speed Coding in your personal and professional areas.

**PEOPLE WITH
HIGHER EQ
CAN BETTER PREVENT
CONFLICT**

RESULTS MAY VARY. NO INCOME OR OUTCOME IS GUARANTEED.

