



POWERSCRIPTING

THIS THREE-DAY COURSE TAKES YOU BEYOND THE CORE VALUES TO DEFINE THE LIKES, DISLIKES, STRENGTHS, CHALLENGES, AND GENERAL BEHAVIORS OF THE FOUR B.A.N.K. PERSONALITY TYPES™.

You will apply our B.A.N.K. Power Scripting Formulas™, step-by-step, to write custom sales scripts for your own products and services.

Build rapport with your group as you write, present, and exchange feedback in preparation for delivery.



IN THIS COURSE, YOU WILL:

- Discover the history of Power Scripting, dating back to Hippocrates and Aristotle in 4th Century B.C.
- Understand the three pillars of the sales process: Communication, Negotiation, and Closing the Sale.
- Learn the 3 C's of the B.A.N.K. language and memorize the key characteristics of each Code, then play the Game of B.A.N.K. to anchor them in.
- Unlock the secrets of the Power Scripting Formulas and build your strategy to develop your own Power Scripts.
- Apply your new understanding of the B.A.N.K. Triggers and write five 1-minute scripts—one for each of the B.A.N.K. Personality Types, and one for all four codes combined.
- Deliver your scripts verbally, several times, to your peers and receive immediate feedback to improve your scripts and receive personal scores for each round.

**\$35,000 IN
ONE DAY**

“BY SENDING ONE SINGLE EMAIL PROMOTION FOR MY NETWORKING SEMINAR, USING THE B.A.N.K. POWER SCRIPTING TECHNIQUES, I DOUBLED MY REVENUE IN ONE DAY! B.A.N.K. CHANGED THE WAY I COMMUNICATE AND IT GAVE ME A LIFETIME SKILLSET I USE EVERY DAY.”

ESTHER WILDENBERG
CONSULTANT | SPEAKER | TRAINER



RESULTS MAY VARY. NO INCOME IS GUARANTEED.