



Sales Challenge Guidelines and Tips

- Tip #1: Speak success and pray for blessings.
- Tip #2: Stand up when you are talking on the phone.
- Tip #3: Use a script that helps you stay on track with your plan and offer. Create your own cheat sheet.
- Tip #4: Make a specific offer.
- Tip #5: Be willing to be uncomfortable.
- Tip #6: Ask people what made them consider working with you.
- Tip #7: Ask people what results they would want from working with you.
- Tip #8: Always remember that you have VALUE and are WORTH IT!
- Tip #9: Remember to have fun!
- Tip #10: Expect total God-sized success!

S.A.L.E.S. = Share. Ask. Listen. Expect. Success.