

SALES PROGRAM FOR ADVISORS



 Behavioral Selling	 Consultative Questioning, Listening, Storytelling	 Building Trust & Relationships	 3 Channels For Sales Success	 Building Brand: Personal & Firm
 Sales Plan: Create & Execute	 Time & Territory Management	 Six Keys to Confident Communicating [®]	 Make the S.H.I.F.T. [®]	 The Five Secrets to Human Behavior

