

2018!

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Grow Your Business



**A NEW
APPROACH
EQUALS
NEW
REVENUES**

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THE 5 REASONS WHY PEOPLE DON'T BUY...



SEANSAMSONTRAINING.COM

"Be The Preferred Source"

AND WHAT WE CAN DO ABOUT IT!

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“Anytime you miss an opportunity to improve your team, that lack of training shows up somewhere, usually in front of the customer.”

Sean Samson

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***START IN
REVERSE.....
AND END UP
WITH A
“CLEAR CALL
TO ACTION”***

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What's in it
FOR ME



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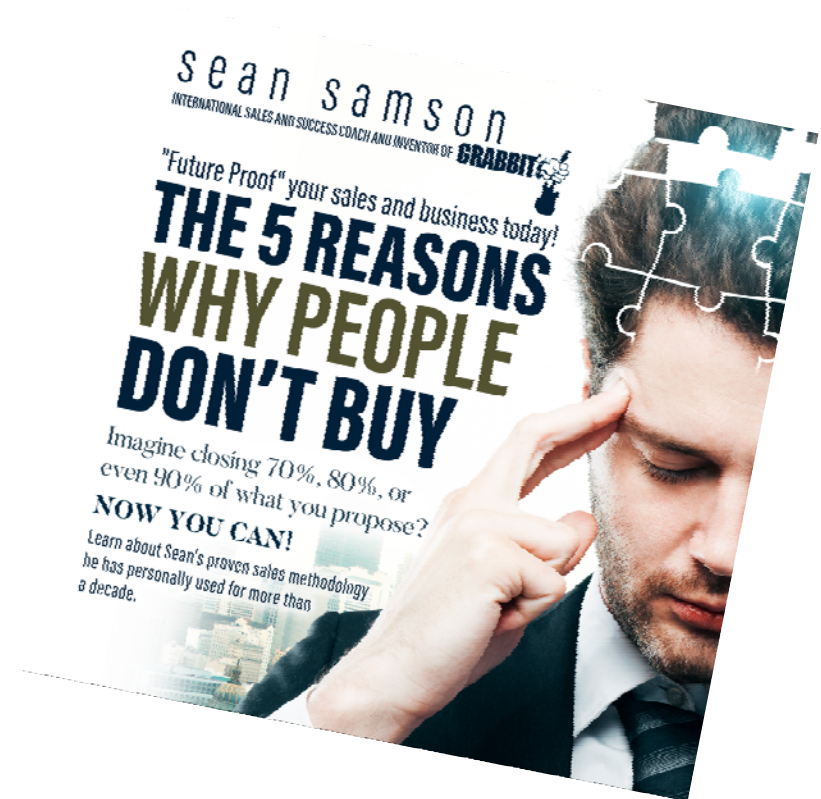
- **WHY DO CUSTOMERS SAY NO?**
- **UNDERSTANDING “THE 5 REASONS WHY PEOPLE DON’T BUY”**
- **HOW AND WHY THIS FORMULA HELPED ME FUTURE PROOF MY OWN SALES AND BUSINESS!**
- **DISCUSS HOW “CHANGE” IS VITAL TO GROWTH**

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- NO NEED
- NO TRUST
- NO AUTHORITY
- NO MONEY
- WRONG PRICE

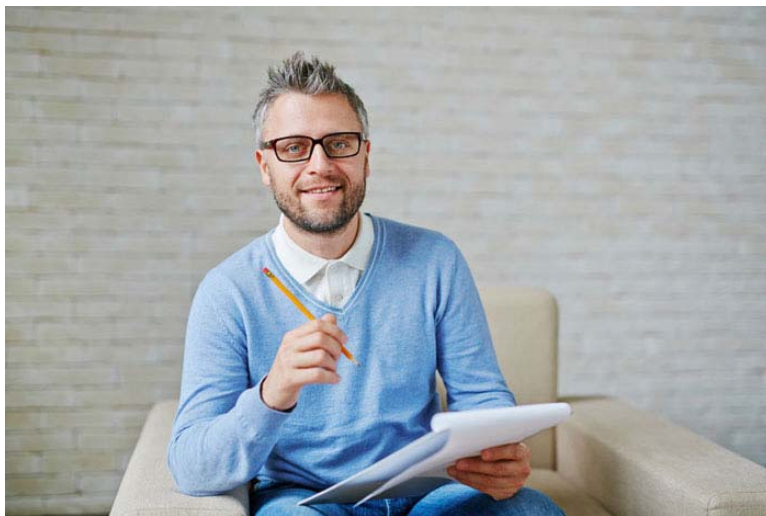


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HOW MANY PSYCHIATRISTS DOES IT TAKE TO CHANGE A LIGHT BULB?



THE KID AT THE MUSIC STORE!



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I'm Just Looking.....





JUST THE FACTS!

- Over 60% of people would still rather shop at a brick and mortar store than buy online when deciding on their final purchase
- 90% of consumers are more likely to buy when helped by a person who they perceive to be a subject expert
- 49% of consumers say they would rather shop brick and mortar stores over the web, because they want to take items home immediately

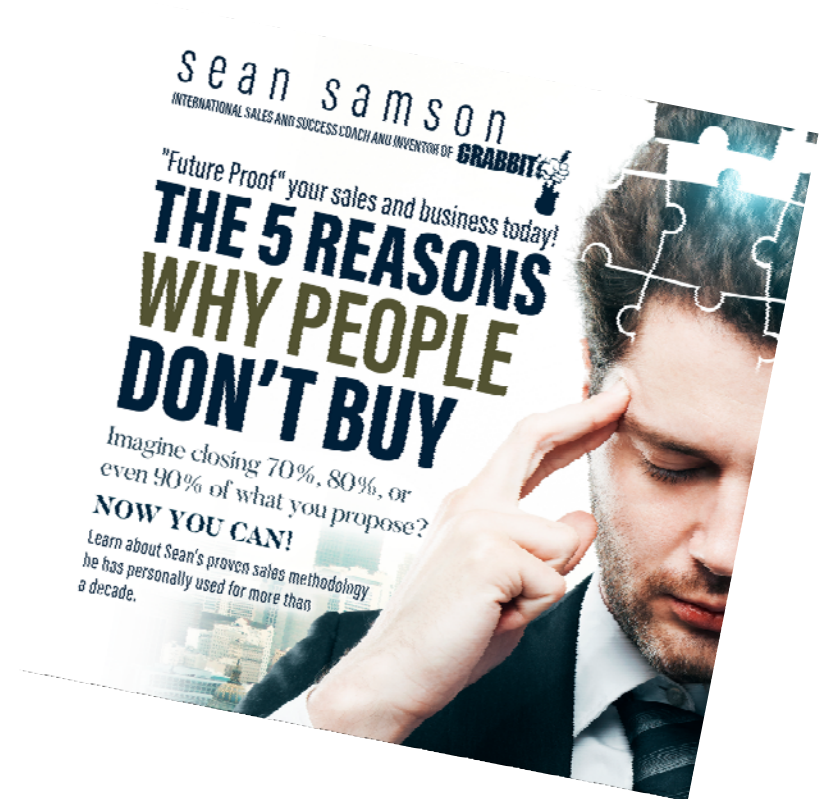


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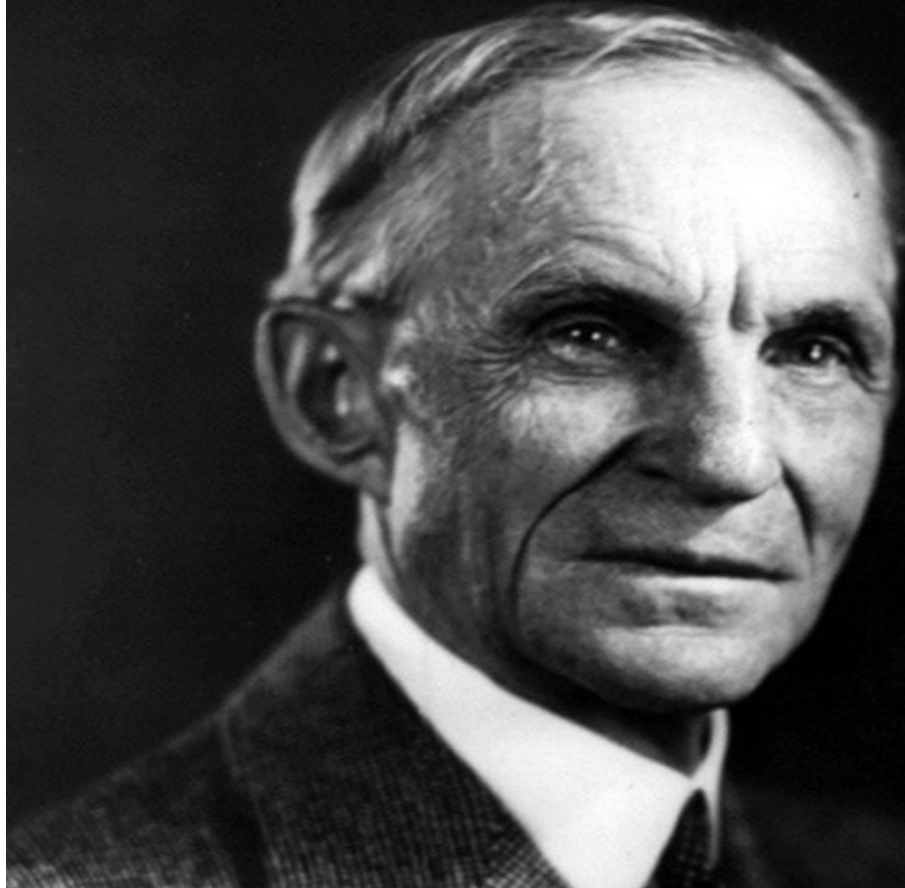
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**“If I had asked people
what they wanted,
they would have said
faster horses.”**

—Henry Ford



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2018

The Best Year Ever!

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Q & A

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