



SEEING THE INVISIBLE

How Your Subconscious Behaviors Hold You Back from Ultra-Success at Sales...and What You Can Do About It!

What you don't know about yourself could have a devastating impact on your ability to close more sales and get more referrals. By recognizing and mastering your unconscious programming, you will transform the way you attract customer's, close sales and create lasting lead flow. "*Seeing The Invisible*" will show you how.

Here's what you will learn:

- How to easily, quickly and consistently recognize your own hidden barriers. *You cannot improve what you don't know about yourself.*
- The smart way to use the *4 Pillars of Self-Mastery* to quickly "retrain your brain" so you become a magnet for success.
- Discover three strategies for boosting observational, social, and self-awareness so you act intentionally and resourcefully in every interaction.
- Learn five high-octane tactics for increasing charisma, trust, and conversion.

People can see right through you, whether you or they know it. We are constantly sending out subconscious cues that humans learned to interpret thousands of years ago as an act of survival. The cues you are sending in every interaction, every email, every call, every meeting, impact your ability to sell to that customer, and that customer's desire to buy from you. Your subconscious, and often unconscious, attitudes about the other person and yourself (*what you deserve, whether or not you respect them*) are all being communicated by your choices and non-verbal communications in every moment.

In each interaction with prospects and customers, you are either adding to the relationship OR tearing it down. Most salespeople are unaware of their effect on other people until the sale falls through. But when you understand what's happening, you can take control of what drives you, and that single act will have an enormous impact on the outcome of the sales process.

Participants will learn the 5 simple awareness skills to increase their ability to observe themselves and others during the entire interaction with each prospect. This enables any salesperson to quickly increase his or her sales, while being viewed as a partner in every customer's success.