



# Grow Your Business In 5 Days

## DAY 5 - TUTORIAL #11

### ONE PAGE ACTION PLAN

#### #11: Choreograph Your Sales Meetings

**STEP 1:** Evaluate your existing 'system' for your sales meetings with potential customers, clients or patients.

**STEP 2:** Review the 6 key strategies to help you choreograph and systemise your sales meetings...

1. Clearly defined objective
2. Length of the meeting
3. Remove barriers
4. The presentation
5. Ask questions
6. Closing



Very few people break down their sales meetings and then strategically plan them. When you do this, your conversion will go through the roof!

**STEP 3:** Implement your sales meeting system so everyone who sells in your business uses this optimised process ensuring consistently good results.



Your sales meetings should be beautifully choreographed like a West End or Broadway musical, so you get a positive outcome over 75% of the time!

