

ELEMENTS OF THE PERFECT SALES **PROCESS** GRANTCARDONE.COM/SALES



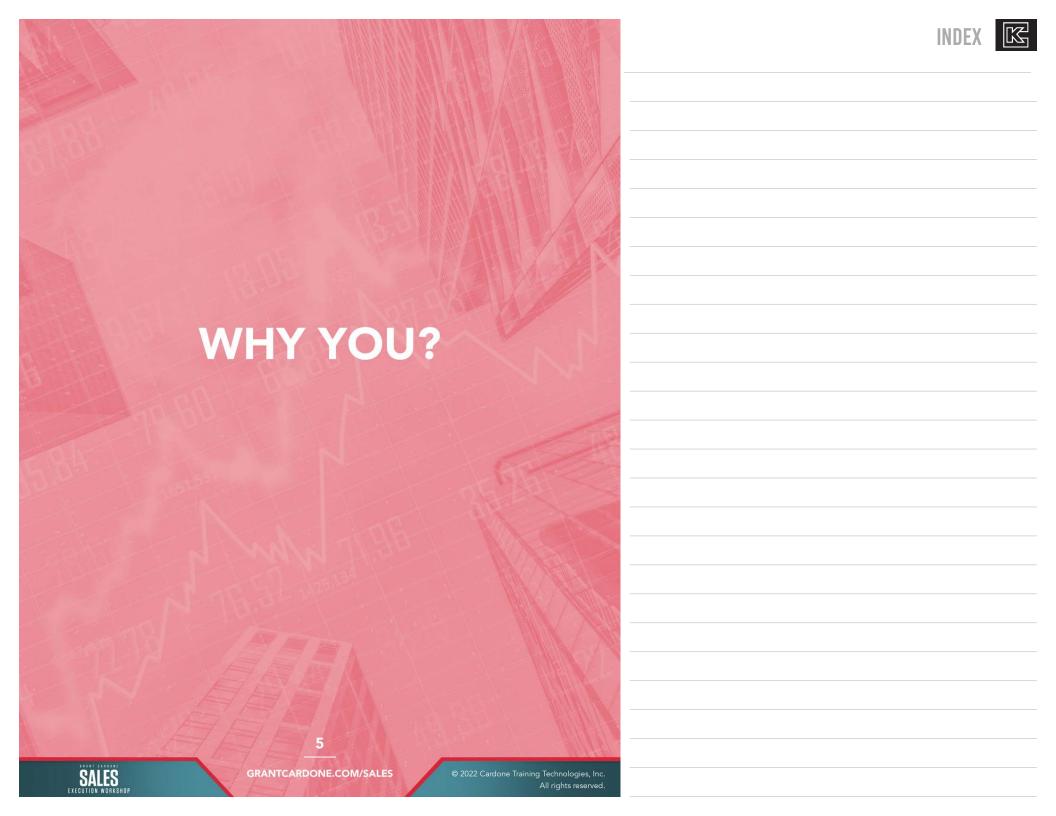
SALES PROCESS



4

GRANTCARDONE.COM/SALES

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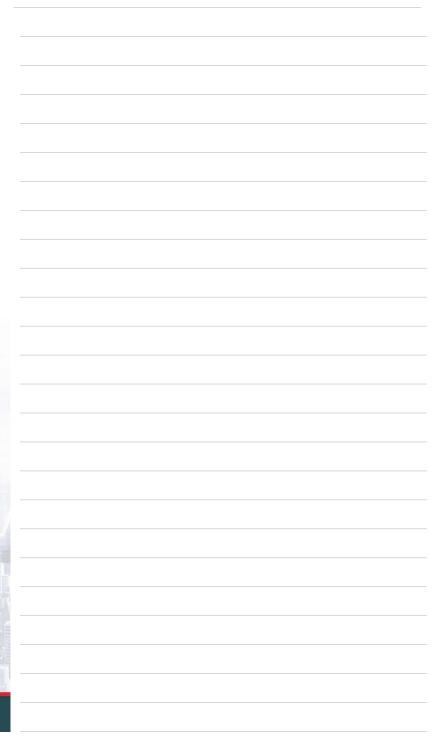






List out reasons why people would want to buy your **PRODUCT**, do business with your **COMPANY** and why people should buy from **YOU**.

| PRODUCT 😂 | | | | |
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| COMPANY | | | | |
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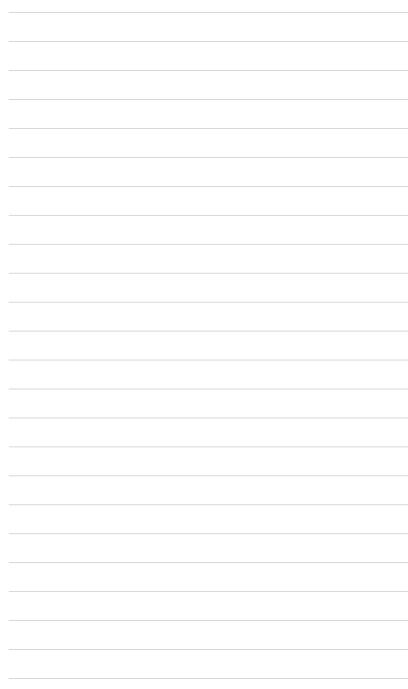


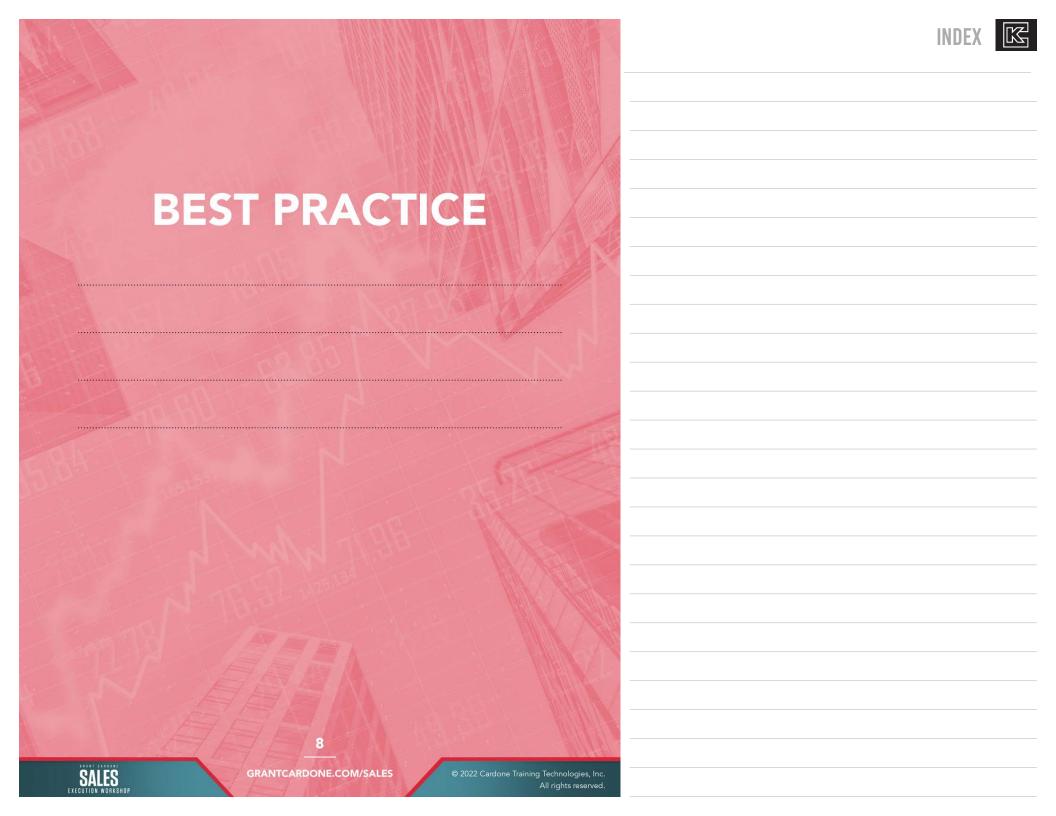




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YOUR SALES PROCESS SHOULD...

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

11.





YOUR SALES OPPORTUNITIES:

| 1 | |
|-----|------|
| 2 | |
| 3. | |
| 4. | |
| 5. | |
| 6. | |
| 7 | |
| 8. | |
| 9. | |
| 10. | d |
| 11. | |
| 12. | |
| 13. | |
| 14. | |
| 15. | |





EXERCISE

| Write out the sales opportunities that you are currently using. | | | |
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| Vrite out the sales opportunities th | at you are not using | | |
| Vrite out the sales opportunities th | at you are not using. | | |
| | at you are not using. | | |
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| Vrite out the sales opportunities the | | | |