Selling ~ Simple, Easy and Fun !

Most people think of selling as pushing their solution to someone who doesn't know they have a problem.

Selling is a lot easier than this. All we have to do is:

1. Build **Trust** and **Rapport**.

2. Find out if they have a **Problem**.

3. Make sure they **Know** they have a problem.

4. Ask them if they **Want** to do something about it. And **Then** . . .

5. Present our **Solution**.

Tom "Big Al" Schreiter