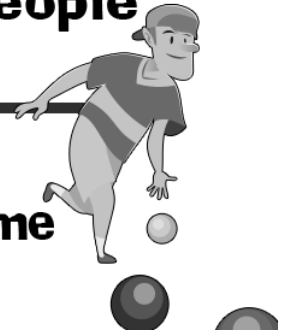




**Games People
Play**

SALES SKILLS TRACK

**Selling
skills become
fun!**



Presented to:
Global Pet Expo
March 21, 2019
Orlando, FL
by
Tom Shay, CSP

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Games People Play – Selling Skills Become Fun!

Practice – Everyone does it

Creating the school where you teach

Staff meetings

Immediate need policies and procedures

Knowledge sharing

Sales skills practice

Desired policies and procedures

Job specifications

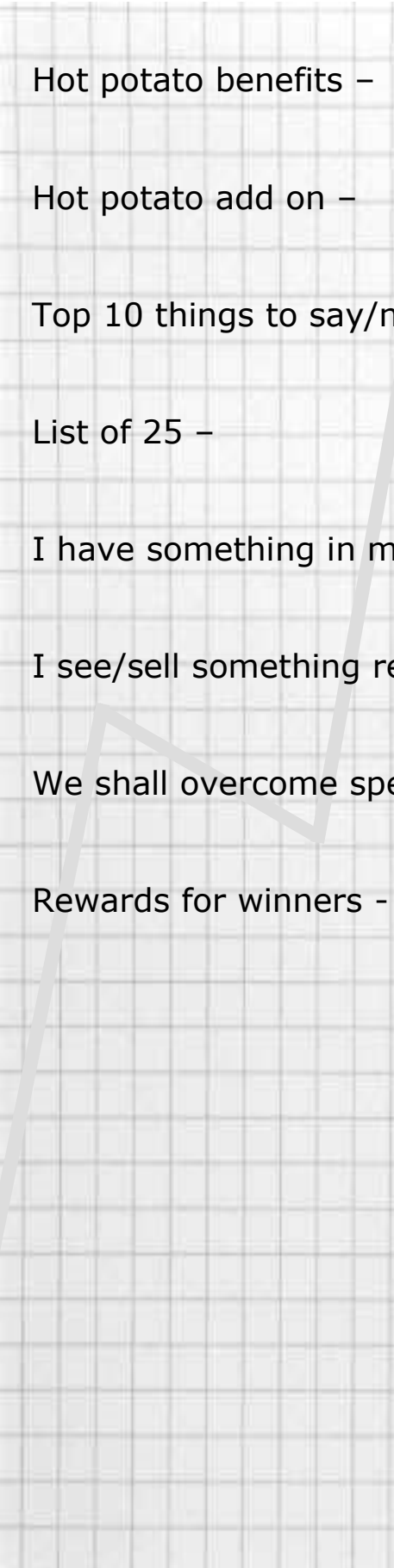
Job descriptions

Chain of command

Involve others

Refine

Hiring process



Hot potato benefits -

Hot potato add on -

Top 10 things to say/not to say to people -

List of 25 -

I have something in my pocket -

I see/sell something red -

We shall overcome special orders -

Rewards for winners -