
Selling Yourself



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—

It's not about **you**



them

Topics for Discussion

- We All Sell Every Day
 - The Ideal Salesperson
 - Selected Keys to the Kingdom of Sales
 - Recommended Reads
-

We All Sell Every Day

The Ideal Salesperson

The Ideal Salesperson

The image shows a scan of a document with a table structure. The table has multiple columns and rows, with some text visible on the left side. The text on the left side includes:

- 1. Name
- 2. Address
- 3. City
- 4. State
- 5. Zip
- 6. Phone
- 7. Fax
- 8. E-mail
- 9. Birthdate
- 10. Gender
- 11. Marital Status
- 12. Education
- 13. Occupation
- 14. Annual Income
- 15. Number of Children
- 16. Number of Pets
- 17. Number of Vehicles
- 18. Number of Vehicles Owned
- 19. Number of Vehicles Leased
- 20. Number of Vehicles Rented
- 21. Number of Vehicles Shared
- 22. Number of Vehicles Sold
- 23. Number of Vehicles Bought
- 24. Number of Vehicles Traded
- 25. Number of Vehicles Leased
- 26. Number of Vehicles Rented
- 27. Number of Vehicles Shared
- 28. Number of Vehicles Sold
- 29. Number of Vehicles Bought
- 30. Number of Vehicles Traded

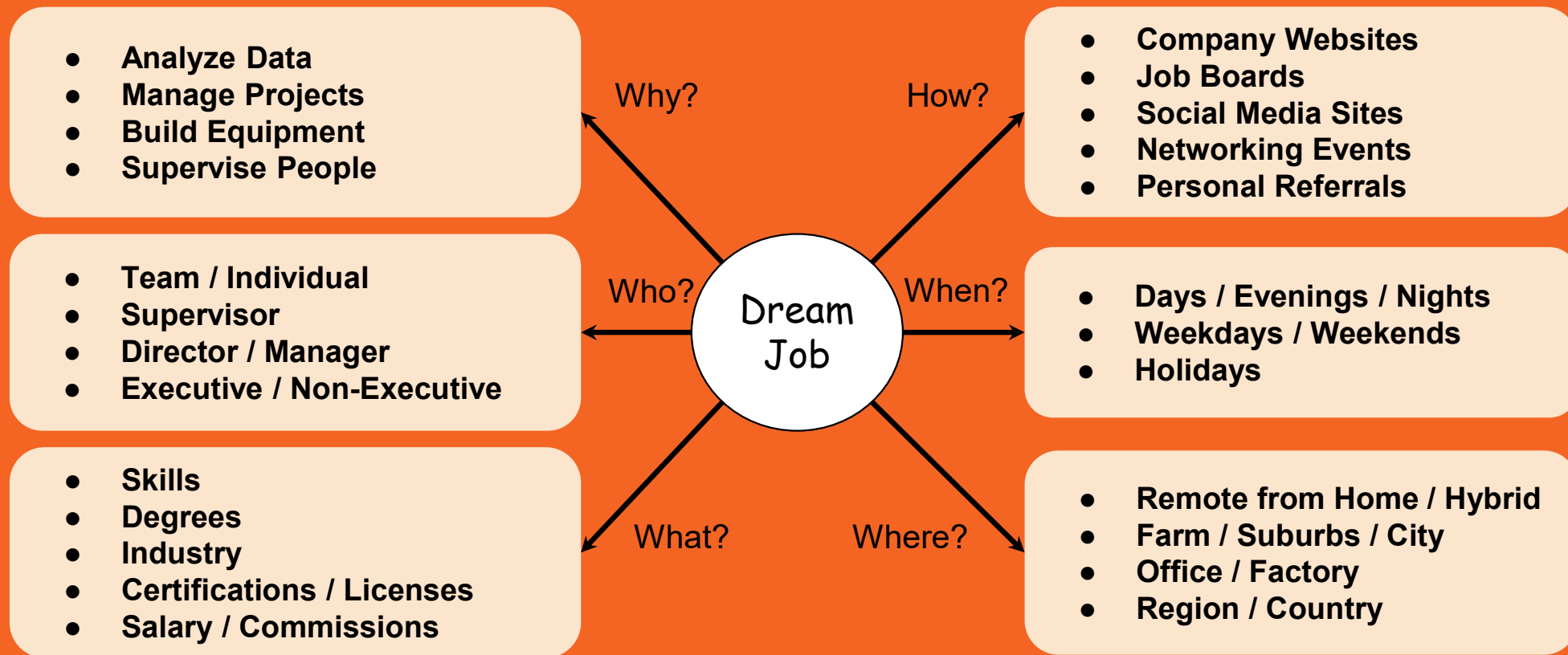
The table itself is mostly blank, with some faint lines and text visible in the background.

Selected Keys to the Kingdom of Sales

D

esire

Desire (Your Dream Job)



Selected Keys to the Kingdom of Sales

D

esire

rive

Drive (Laser beam focus)

Collin Morikawa, 23,
Talks About His
PGA Championship
Win



“I felt in the zone, but I was just so focused on every single shot, every single hole.”

Selected Keys to the Kingdom of Sales

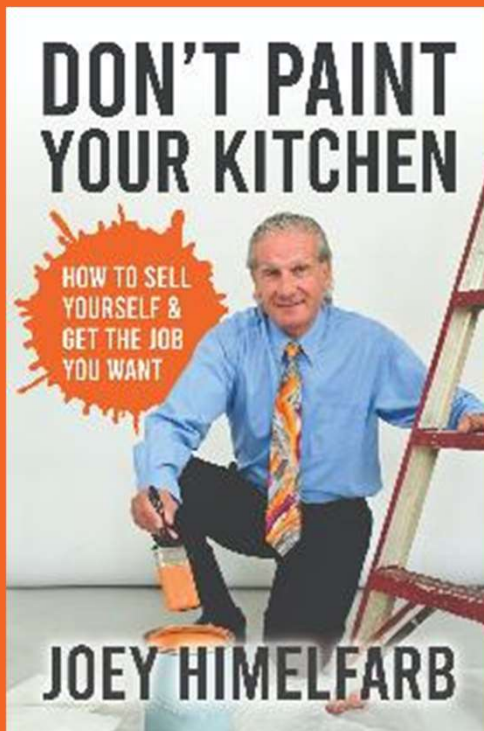
D

esire

rive

iscipline

Discipline (Don't paint your kitchen!)



Selected Keys to the Kingdom of Sales

D

esire

rive

iscipline

etective

Detective (I hear & see you)



What you don't
say speaks
volumes



Detective (*Dates & area codes*)

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Selected Keys to the Kingdom of Sales

D

Desire

Drive

Discipline

Effective

Education

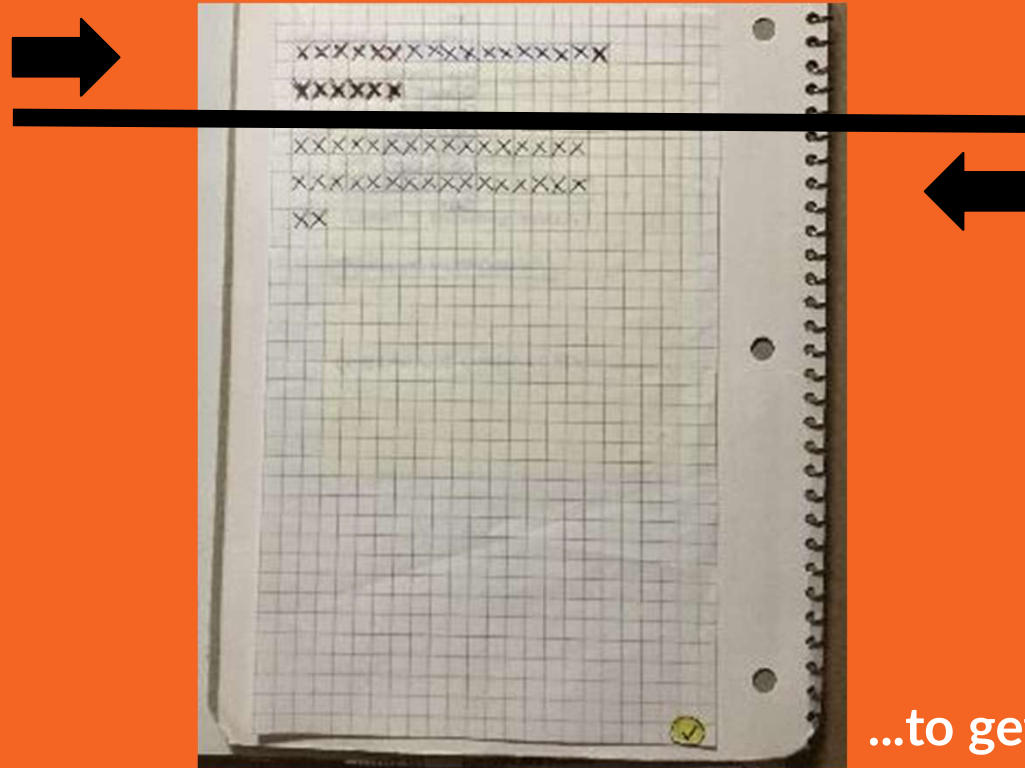
Dedication (zeal, diligence)



More Dedication

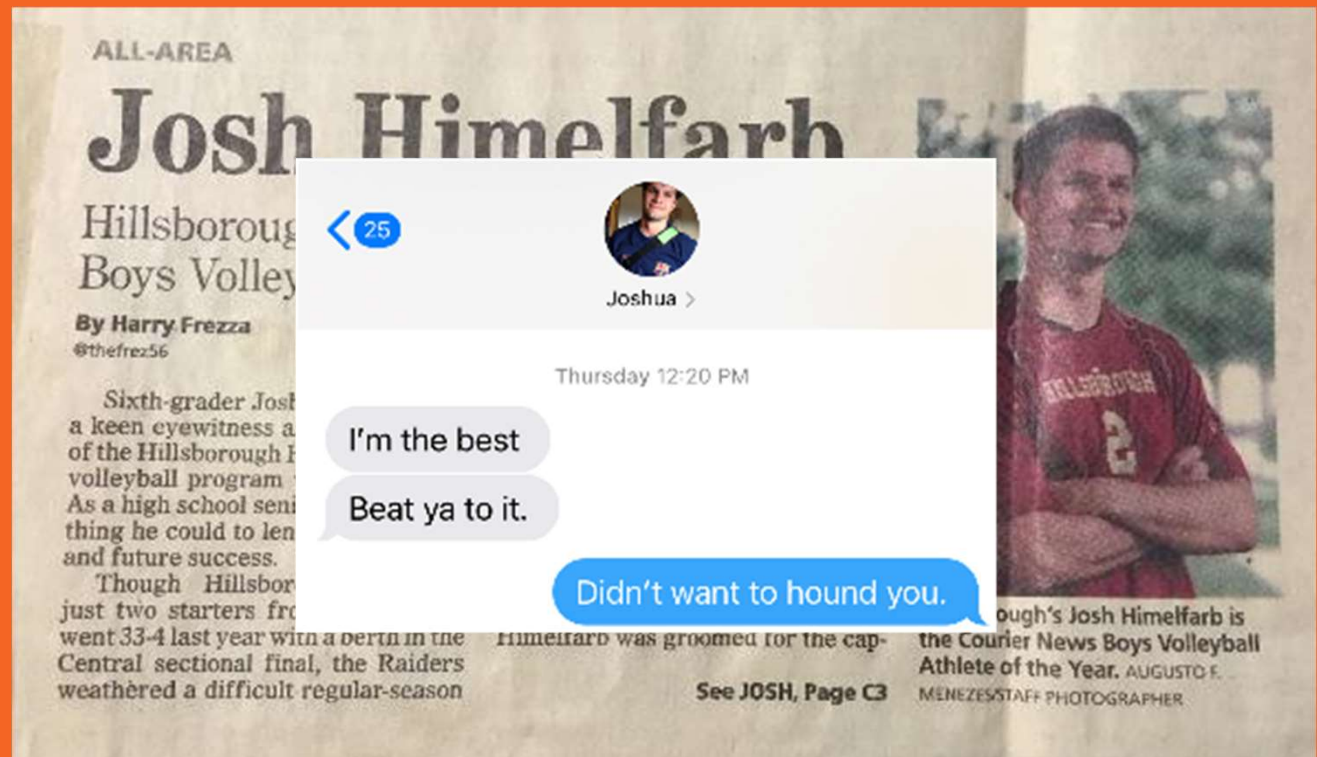
✘	✘	✘	✘	✘
✘	✘	✘	✘	✘
✘	✘	✘	✘	✘
✘	✘	✘	✘	✘
✘	✘	✘	✘	✔

Collecting No's...



...to get to the Yes!

Positive Self Talk (I am the best!)



More Positive Self Talk
(7 words)

(SW)³N

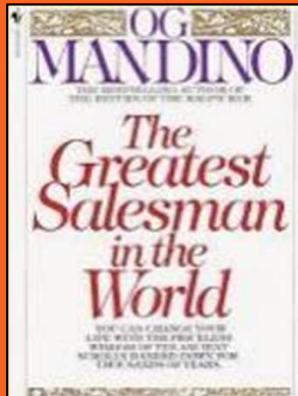
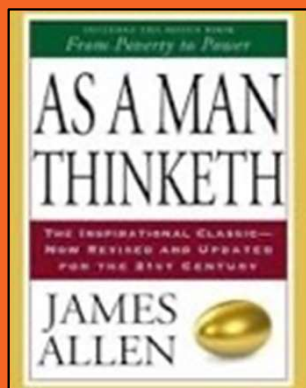
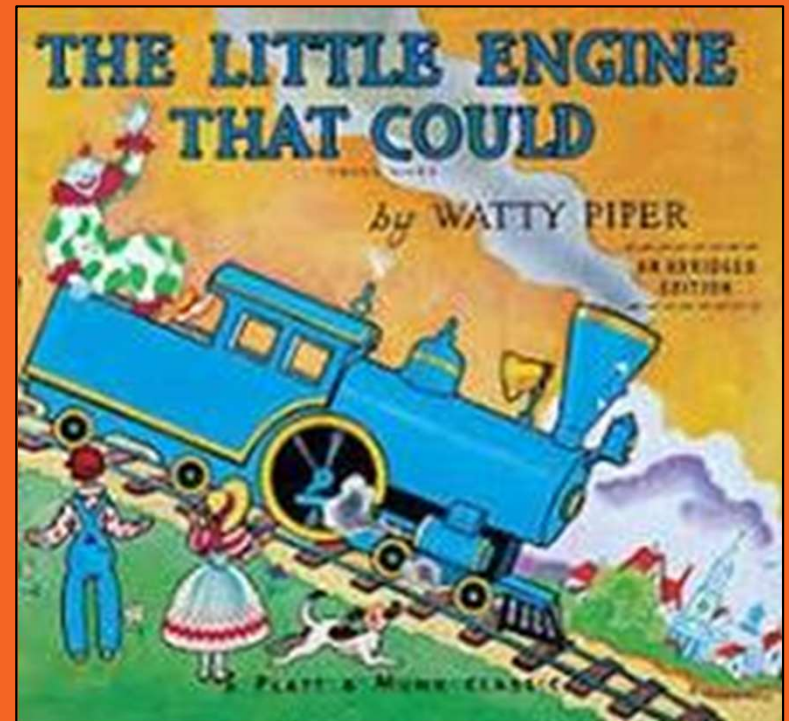
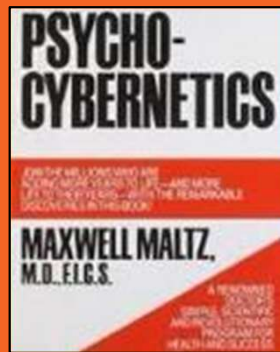
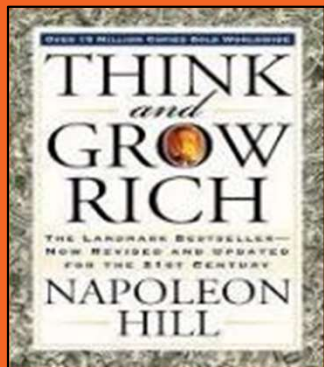
Still More Positive Self Talk
(8 words)

(SW)⁴

Summary & Key Takeaways

- It's not about **you**...it's about **them**
 - We **sell** every day
 - People might **care** what you know
 - People really want to **know** that you care
 - The 5 D's
 - **Positive** self talk
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Recommended Reads



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