

BUMPING FOR BIG BUCKS

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FOREWORD:

Mega-Buck Income Sales Pros are the elite, that very special group that comprise the top 5% of all Salespeople in the World. They produce 95% of the Sales that are made and enjoy a level of income and a lifestyle that most people would love to achieve.

The good news is that Selling is a learned skill and virtually anyone has the potential to become a Super Star. Common sense dictates that the quickest and easiest way to become a Mega-Buck Income producer is to simply search them out and then emulate them. Talk like they talk, perform like they perform, use the very same words and phrases they use, copy their attitude and mind set, or in other words become a chameleon. For over 3 decades I've had the privilege of studying and brain-picking these Icons of the Sales Industry and here is another one of their Super Success Secrets.

ABOUT THE AUTHOR:

After doubling his Income for 5 consecutive years selling on the Phone, Stan Billue became a Speaker and Trainer and over 20 years conducted up to 22 engagements per month. Stan has been a student of successful Business Owners, Top Sales Pros, and Imaginative Entrepreneurs, an hour a day for over 34 years and has built a reputation as a recognized expert in Sales Training, Telemarketing, Motivation, Mentoring, Marketing and Copy Writing. He's taught more 6 and 7 figure a year Income earning Mega-Buck Sales Pros than any other Trainer and his power-packed Audio and Video programs are sold in 45 Countries and counting. You can subscribe to his Free monthly Newsletter and weekly Marketing Tip at <http://www.stanbillue.com/>

**“If you'll work at Selling for the next 5 years like most people *WON'T*,
you'll be able to live your Life like most people *CAN'T*.”**

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Here's a few incredible techniques for Qualifying for Money. The first is called the Disappointed Technique. There are many variations on my Audio Series, however here's the easiest because it's only one word. You would say;

“If this sounds like the type of opportunity you've been looking for and feels comfortable to you, what amount of liquid and available dollars would you consider setting aside as far as your initial position?”

Whatever amount they mention, you simply say;
“Ooooooh”.

A majority of the time they will come back with something like; “Why, do I need more?” which gives you the right to talk about a larger amount.

Finally, this next one I learned from a Super Star making One Million Dollars a year PLUS in commissions. He would use the exact phrase in the above paragraph and when they respond with a figure, he then says:

“Up to?”

When they give him the next figure, he now says;

“And no more then?”

The odds are that you’ve just bumped them by 20 to 50%.

As powerful as this technique is, I added one more choice of words, which is;

“And if you really got excited about it, what’s the max you would consider?”

Hello, did the light bulb just go off?

If you only learn to BUMP EVERY TIME MONEY IS MENTIONED, you will become successful and wealthy beyond your wildest dreams.

Make it a “Fanta\$tic” Future!

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