

Trust Cycle Selling

Magnetically Attract New Clients

Stop cold-calling and wasting money on out-of-date sales models that do nothing but frustrate you and irritate prospective clients...

Trust Cycle Selling, a robust methodology by Joe Heller that provides actionable strategies can add 517% or more to your revenue using trust building concepts throughout the entire sales cycle. Trust Cycle Selling differentiates you from your competition – eliminating pressures to discount. Trust Cycle Selling builds credibility to shorten sales cycles and guarantees to skyrocket your income.

Trust Cycle Selling leverages powerful "trust building" techniques throughout the selling process to create a powerful, repeatable process that magnetically attracts qualified clients to come to you. Our client's range from entrepreneurs to financial institutions to Fortune 500 companies.

Trust Cycle Selling can be summarized into four fundamental concepts:

- ▶ You will sell a lot more of your products or services by using our specific methods that get prospects to come to you instead of you seeking them out. Converting warm prospects to paying customers is a breeze compared to convincing cold prospects to even give you the time of day.
- ▶ Trust Cycle Selling's system of "intent driven" multiple contacts to qualified prospects will reduce your expenses dramatically and increase your profits by 100% or more.
- ▶ The real money in business is in repeat sales to customers who already know (trust) you. Trust Cycle Selling is easily 10 times as profitable as selling to new customers. Reinforcing trusted relationships makes it much more difficult for a competitor to steal your customers.
- ▶ Trust Cycle Selling restructures your advertising and sales copy using methods that focus on your current customer's problems and goals. Selling your products or services to new prospects is far more predicable and profitable using Trust Cycle Selling than traditional methods.

Trust Cycle Selling is the only sales methodology designed to build trust & credibility throughout the sales process. Trust Cycle Selling unlocks your ability to produce measurable, compounded revenue growth.

Giving you and your sales team an "unfair competitive advantage," the Trust Cycle Selling "sales toolkit" optimizes revenue growth, increases profits and captures market share. Trust Cycle Selling is proven to maximize your return on every sales dollar invested for new customer acquisition.

Your team will attract customers faster and easier with Trust Cycle Selling

- ▶ no longer will you struggle to create value or capture the attention of prospects
- ▶ never again present to a committee without the 'true' decision maker in attendance
- ▶ learn exactly how to establish value on each sales call to advance the sale

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- ▶ sales opportunities with qualified prospects will no longer stall
- ▶ prospects recognize the true value from your "intent driven" copy designed to build trust and advance the sale growing profits by 100% or more

Trust Cycle Selling provides a blueprint to build trust with client's throughout the sales cycle. Every step of the "trust cycle" process is focused on advancing your client through the sales cycle, resulting in faster purchasing decisions.

The GPS Selling: Trust Cycle Sales Model Proven Results

- ▶ rapidly creates trust, shortens sales cycles, and increase buying frequency
- ▶ provides you all the qualified leads to keep your sales pipeline full
- ▶ self-correcting to ensure you deliver the right message to the right prospect
- ▶ creates value that accelerates the sales process, shortening sales cycles
- ▶ increases your sales efficiency 10-X placing key activities on autopilot
- ▶ 100% scalable - allowing you to increase revenues without increasing overhead
- ▶ measurable against key ratios built in to qualify cost to sales ensure profitability

Upon completion of the Trust Cycle Sales Model you and/or your team will leave with newly developed "trust building" selling skills that convert prospects into happy customers in a fraction of the time.

We guarantee our Trust Cycle Selling Model will dramatically boost your sales and profits. Here are a few of the Powerful Benefits you'll receive:

- ▶ How to bring a constant, steady flow of new clients into your business. Discover how to use powerful Trust Cycle Selling techniques to get hundreds, even thousands of clients to come to you instead of you soliciting their business. Clients who contact you first are already predisposed to buying from you. So your sales and profits increase dramatically with less advertising expense and effort.
- ▶ A simple, foolproof way to predetermine whether any ad or promotion you're considering using will be a success or failure before you ever invest a dime in it. Now you can bring in all the new business you need without wasting money needlessly.
- ▶ Proven ways to multiply the results you get from every dollar you spend on marketing, sales, and promotions. You'll never have to settle for a lukewarm, 1-to-1 return again. Every marketing dollar you spend will now return 3, 5, 10 dollars.
- ▶ We'll show you how an ingenious technique called "shifting-the-risk" can result in very real sales increases of as much as 400% for almost any service imaginable. This is one of the simplest, safest techniques for getting as many new clients as you can possibly handle.

Thank you for your interest. Trust Cycle Selling was developed to create a powerful method that substantially increases your profits by getting customers to come to you instead of you soliciting their business. Trust Cycle Selling dramatically increases your sales - Period.

If we can help you in any way with your sales and marketing, please give us a call at (713) 927-4494.

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