

Confident Conversations Sales Experience Questions

Establish a reframe for your current attitudes around sales and underlying fear. Identify strategies used in out dated sales processes. Transition them into greater opportunities to support people through the process of sales. Label / identify old words related to sales to make the shift to a more empowered service experience.

Core Questions:

1) What DON'T I want?

2) What DON'T I want to feel?

3) What DO I want?

4) What DO I want to feel?

5) How do I want others to feel?

Keywords that will empower my sales conversations: