

If you are an organiser of events, or have a team that needs training, you will know getting agreement at the first meeting is important.

The first meeting skills of the 15 Magic words program to show you how to give a short 10 minute presentation and get quick agreement and cooperation from prospects.

These skills for first meeting presentations are very popular for professional advisors, this programme shows the delegate how to get more information from your prospect without sounding like the Police, with advanced questioning skills, the 15 Magic Words means you can make first meetings shorter, and this causes less fear and speeds up the process of winning new business.

If your team wants to be entertained while learning this high level skill, then they will love this workshop. No more fear, quicker and better presentations and closing, everyone wins.

You have done the difficult part of getting in front on someone, built rapport and now all you have to do is a first meeting process and then close the deal, but exactly what do you say word for word for your potential client to say "yes please pick me"?

There are 2 types of people in the world, those who are trained professionally, and those who keep talking and hoping the client will say yes.

If you want to get agreement in the first meeting and set up the prospect for a second meeting with your own outcome more quickly without even selling then let me share with you

what you will get when you hear me speak.

The 15 Magic Words to get more clients more easily and more often without even selling:

- How to give a short, 10-minute presentation using the 15 magic words to get quick agreement and cooperation from prospects
- How to get more information in less time at first meetings with potential clients

How to look organised with a process and formatted agenda

I will teach you word for word how and exactly when to use these words to close every contract policy and product in the future.

In a highly entertaining, fast moving presentation with interactive communication skills, which motivates everyone to want to use these skills immediately, straight after I have spoken you will be able to use these skills immediately.

Those awkward silent moments will disappear and you will get new business more easily, learn this skill in only one presentation, workshop or one to one session for life. I realise you could be quite good at first meetings and closing but this will only polish excellence so increase the results good closers are currently getting.

"So instead of working hard, prospecting, driving to see the prospect, and giving a long, long presentation ... only to be disappointed, use these high level polite 15 magic words closing sentences to turn your prospect into a happy client."

So what is going to be easier for you? Miss out on all that income being untrained or learn this skill in one presentation and sort this painful problem out for life.

My name is Bernie De Souza helping you to get more clients more easily and more often without even selling.