

The foundational ingredient in consultative sales is TRUST. That's right! *Trust* fosters real conversations and opens the door to discovering the key issues you can solve for your clients.

How do you get there--quickly?

The **Kacin Point Trusted Advisor Sales Method** is consultative selling grounded in integrity--in your solutions, your process, and your people.

Clients are asking: Can you be counted on? Can I put real stakes into your hands? Can I trust you?

Spoken or unspoken, that's top of the list. This method will help you gain trust *fast!* When you do, your business strengthens, your revenue increases, your client list grows. Most importantly, your results become consistent and reliable.

In this program we cover the following important steps in individual sessions or group workshops.

Introductions

Who's talking? Who's listening? Trust starts here!

Questions

The right questions uncover what this prospect really needs.

Budgets

What can they afford? How to know what they have to spend.

Proposals

How to write compelling proposals to win the business--at any level.

Pushback

Eliciting objections and obstacles. Reinforcing your offer.

Approvals

Who are the decision makers & stakeholders? How to work with those you haven't met.

Expectations

Misaligned expectations derail the strongest client relationships.

The Close

Making the deal and making it stick.

Delivery

Fulfillment on time and on budget. Handling mistakes and communication.

Renewal

Commitment complete! What's next? How to stay engaged and timely.

This investment in your business and yourself will give you skills to last a lifetime! **It all starts with a free consultation.** Book now!