

SWITCHED-ON SELLING SEMINAR

A Proven Breakthrough Sales Training Program

By Jerry V. Teplitz, J.D., Ph.D.

Graphs compiled for

CANADREAM

Pre and Post Form Analysis

Seminar Date: April 10, 2015

17 Participants

Instructor: Jerry Teplitz



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How To Read This Report

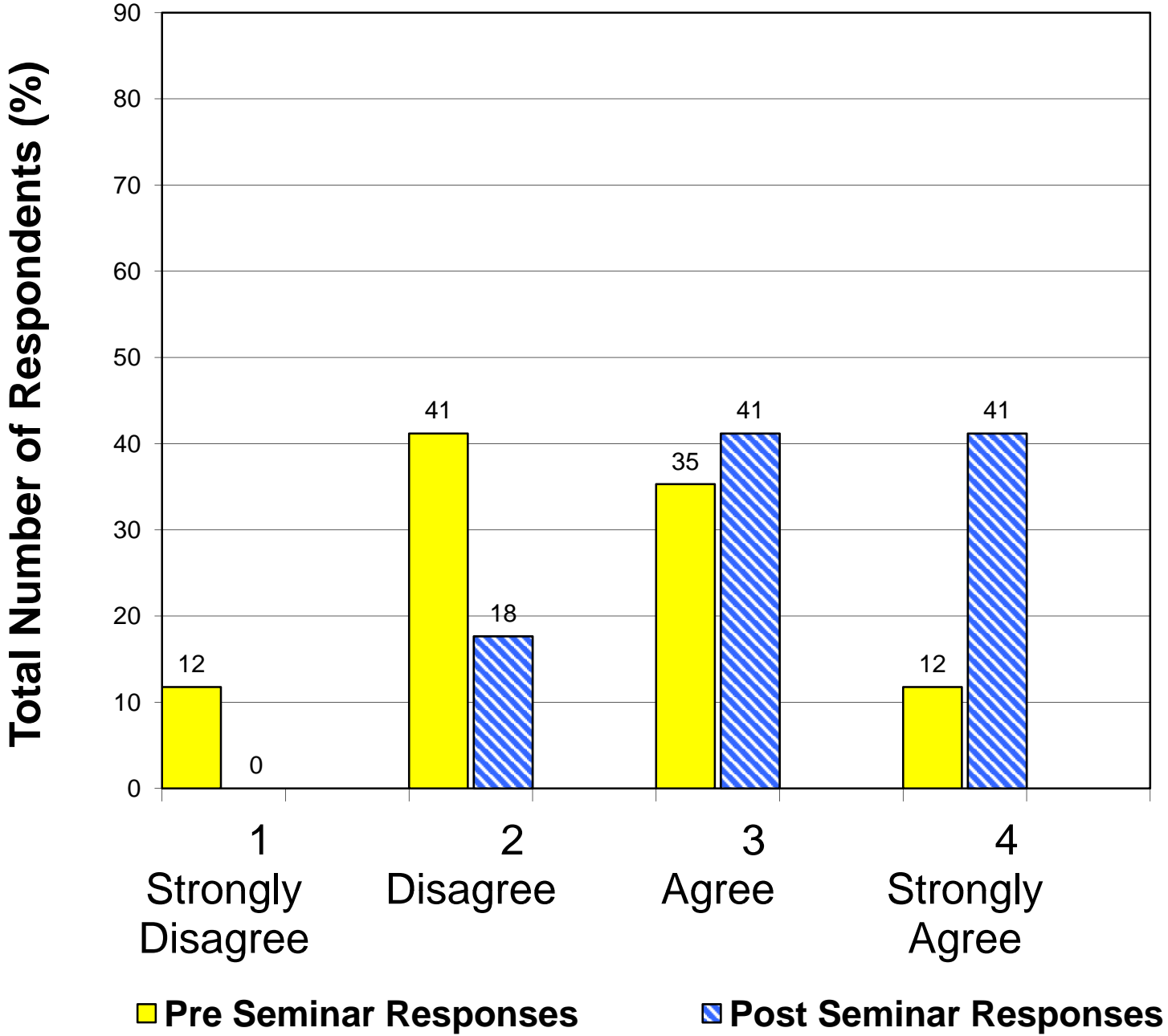
1. The yellow bars are the Pre Seminar responses by the participants.
2. The blue striped bars are the Post Seminar responses.
3. If this report contains the One Month Later responses, they will be the red bars.

The choices the participants had were Strongly Agree, Agree, Disagree and Strongly Disagree.

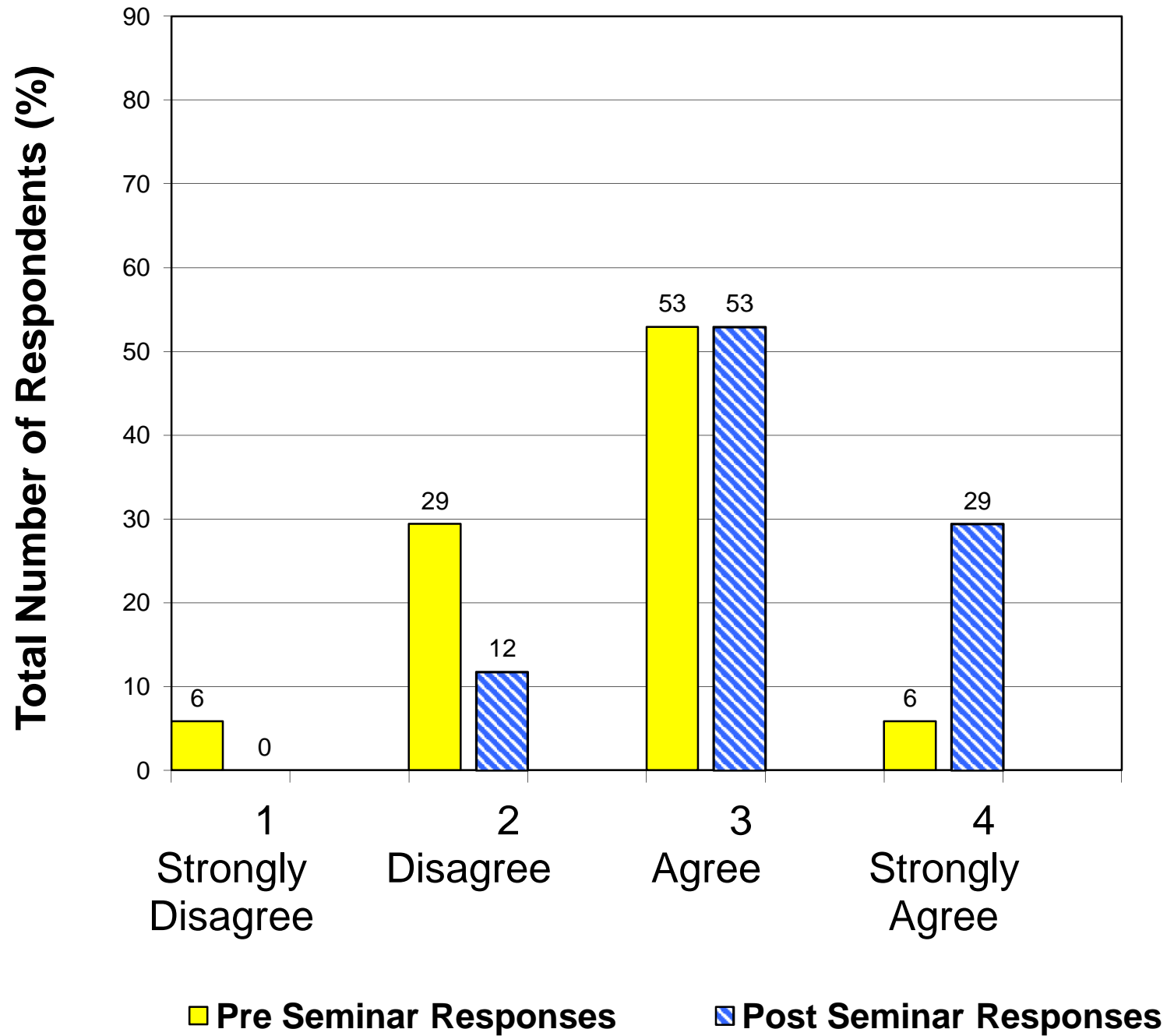
You'll observe the movement on the graphs of the participants moving from the negative side to the positive by the end of the day. If this report contains the One-Month Later responses, you'll see that the changes held for most of the participants.

COMPARISON: PRE AND POST SEMINAR RESPONSES

I Handle Rejection Well

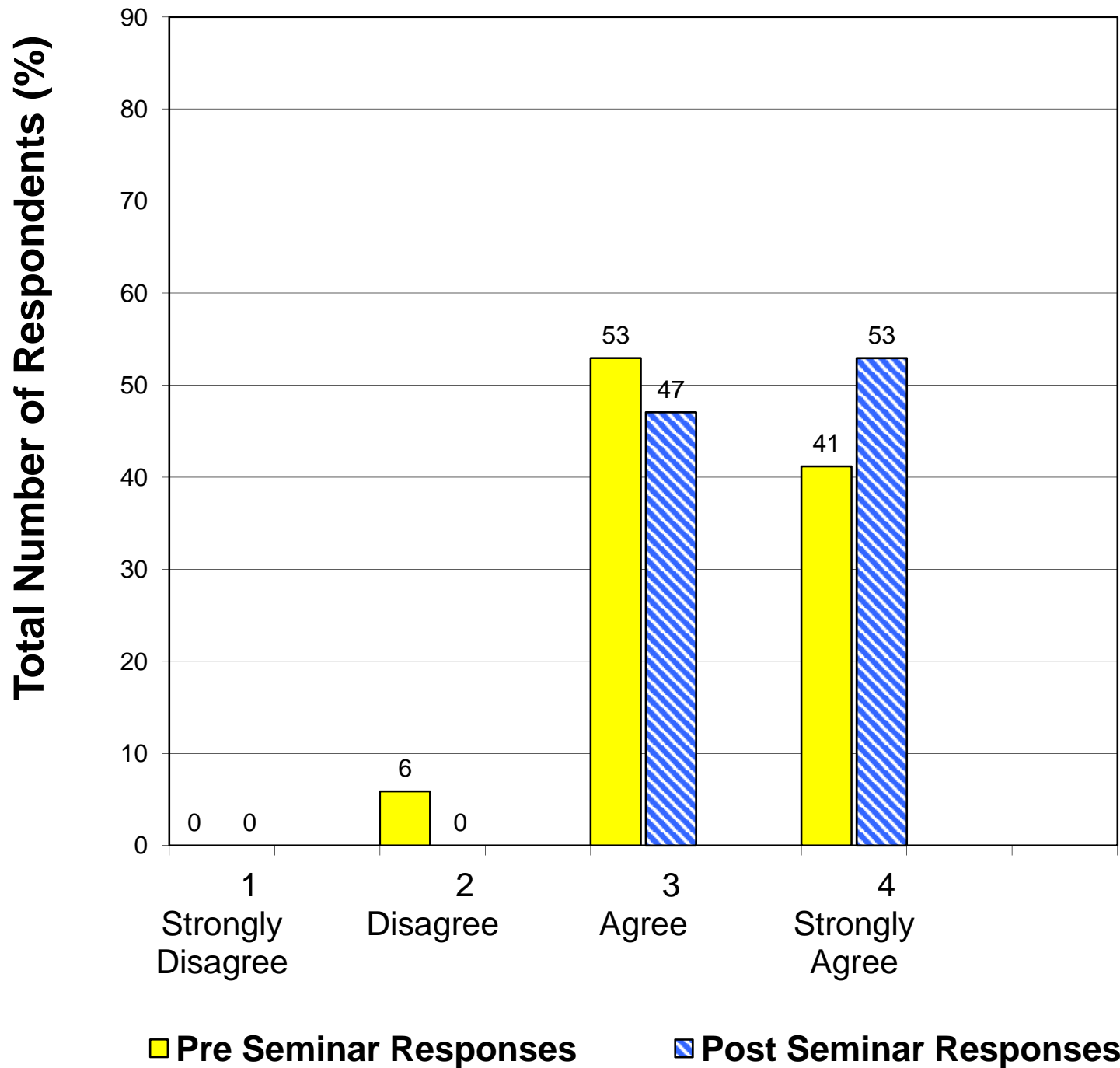


COMPARISON: PRE AND POST SEMINAR RESPONSES I RESEARCH POTENTIAL CLIENTS PRIOR TO CONTACTING



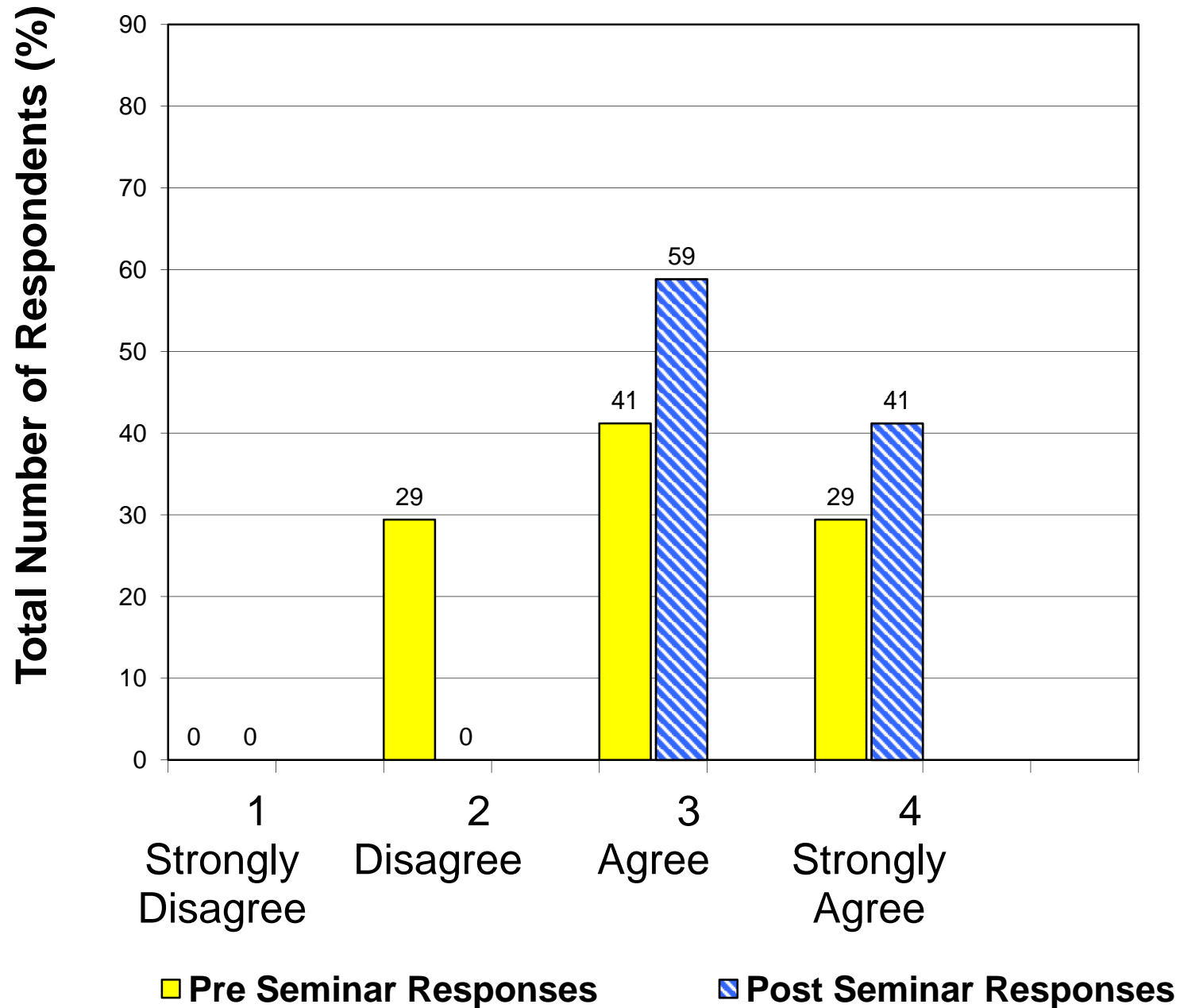
COMPARISON: PRE AND POST SEMINAR RESPONSES

I Enjoy Selling



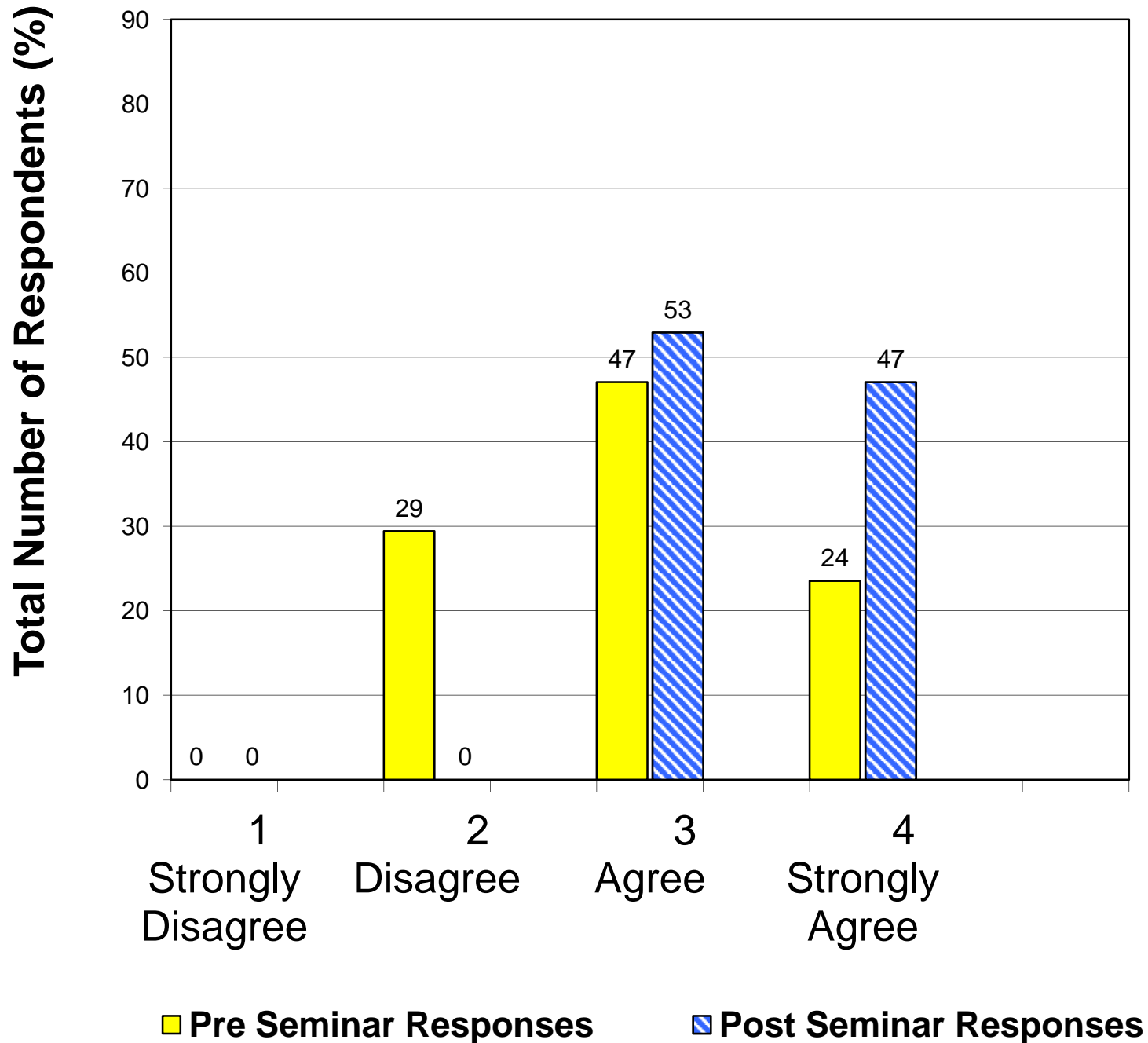
COMPARISON: PRE AND POST SEMINAR RESPONSES

I Am Effective As A Salesperson



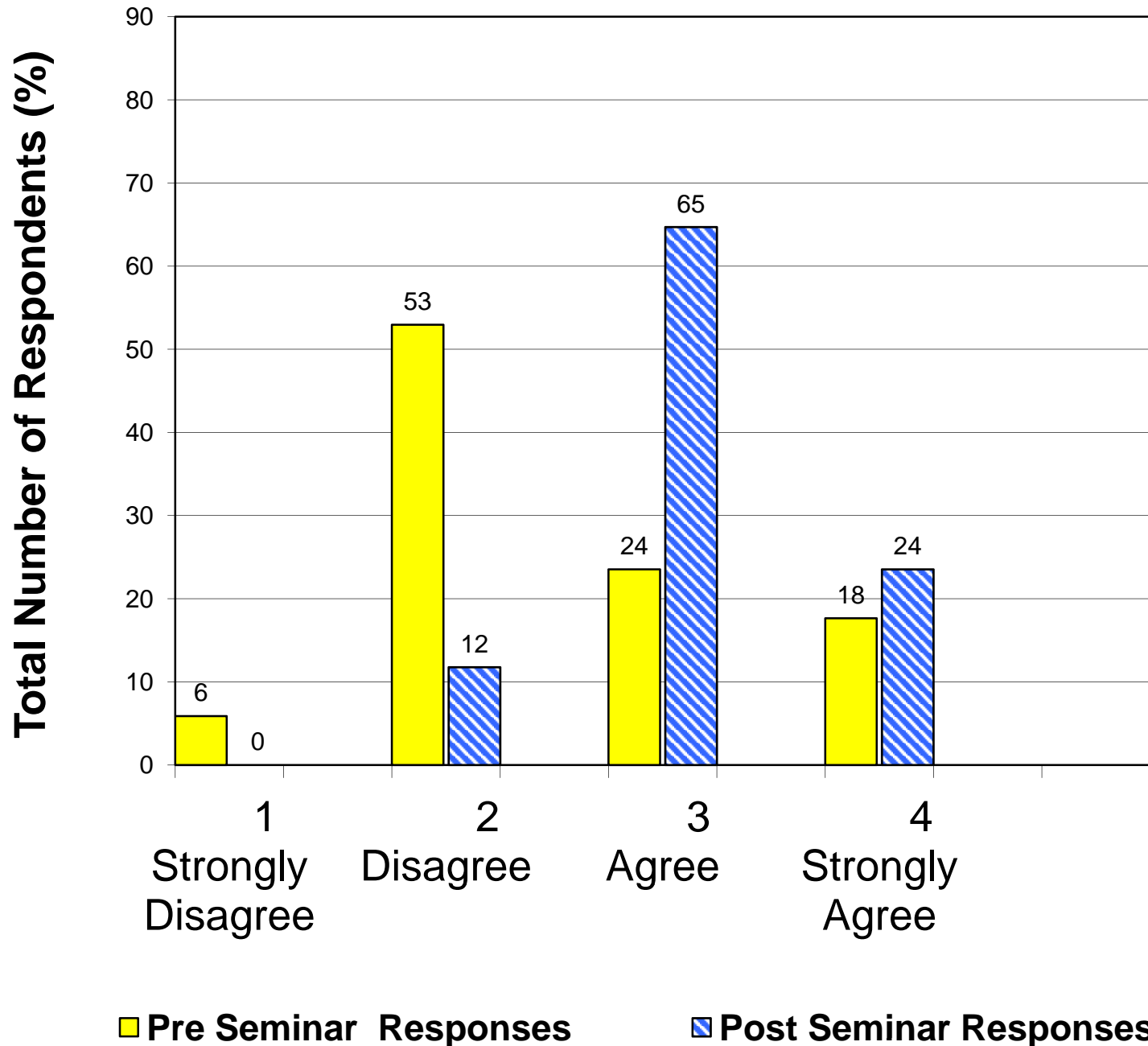
COMPARISON: PRE AND POST SEMINAR RESPONSES

I View Myself As A Successful Salesperson



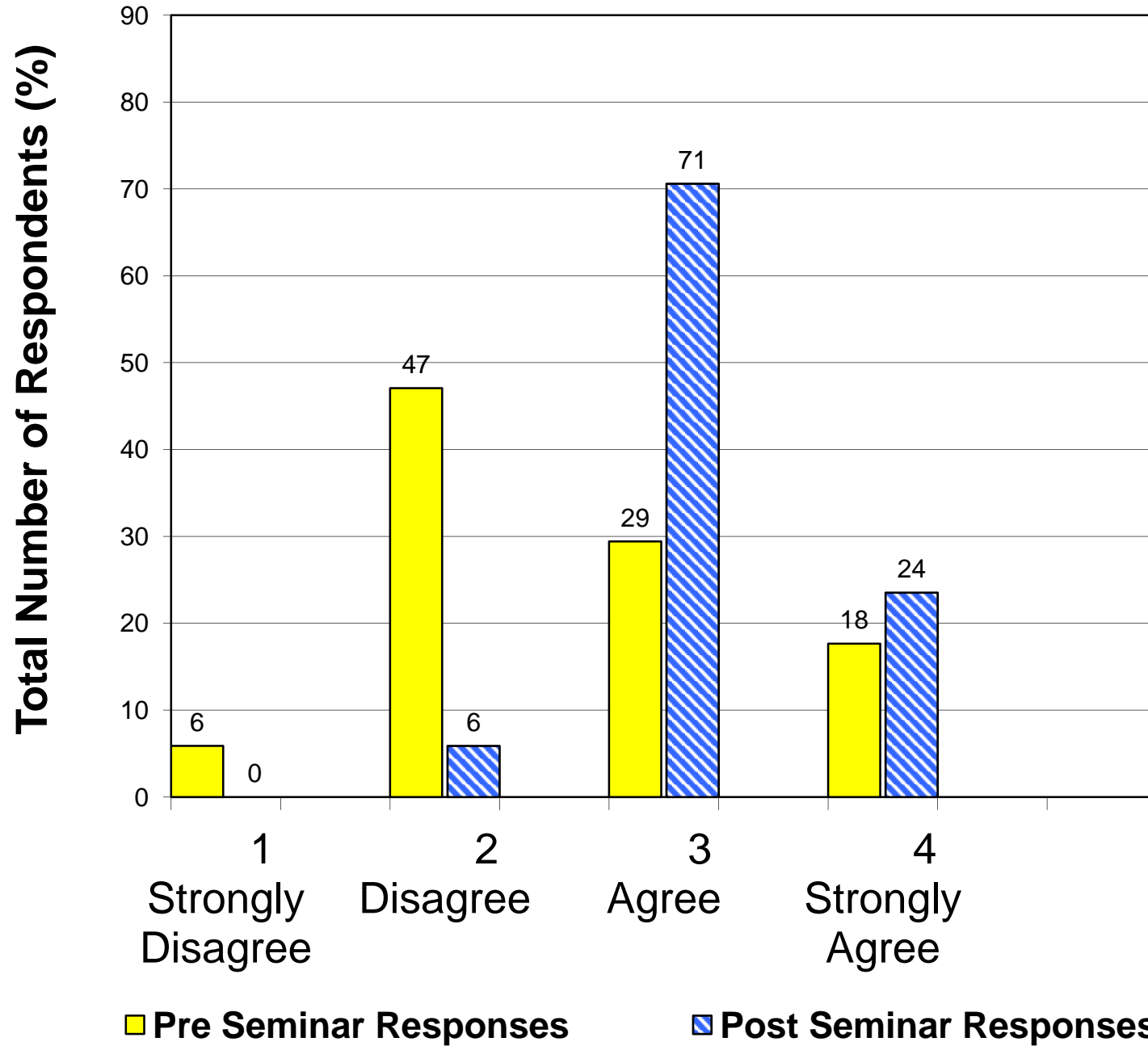
COMPARISON: PRE AND POST SEMINAR RESPONSES

It Is Easy For Me To Make Cold Calls Using The Telephone



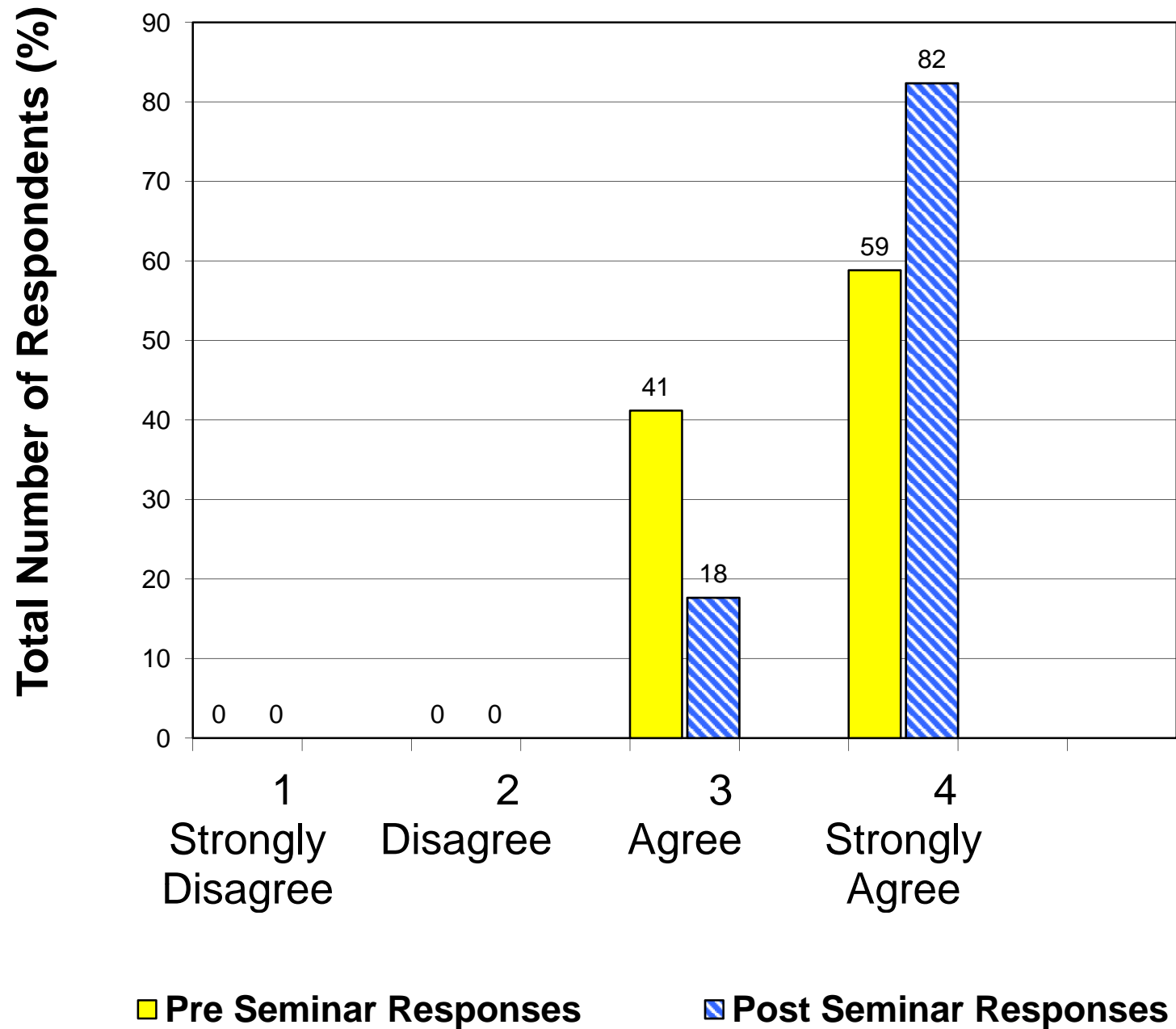
COMPARISON: PRE AND POST SEMINAR RESPONSES

It Is Easy For Me To Make Cold Calls In Person



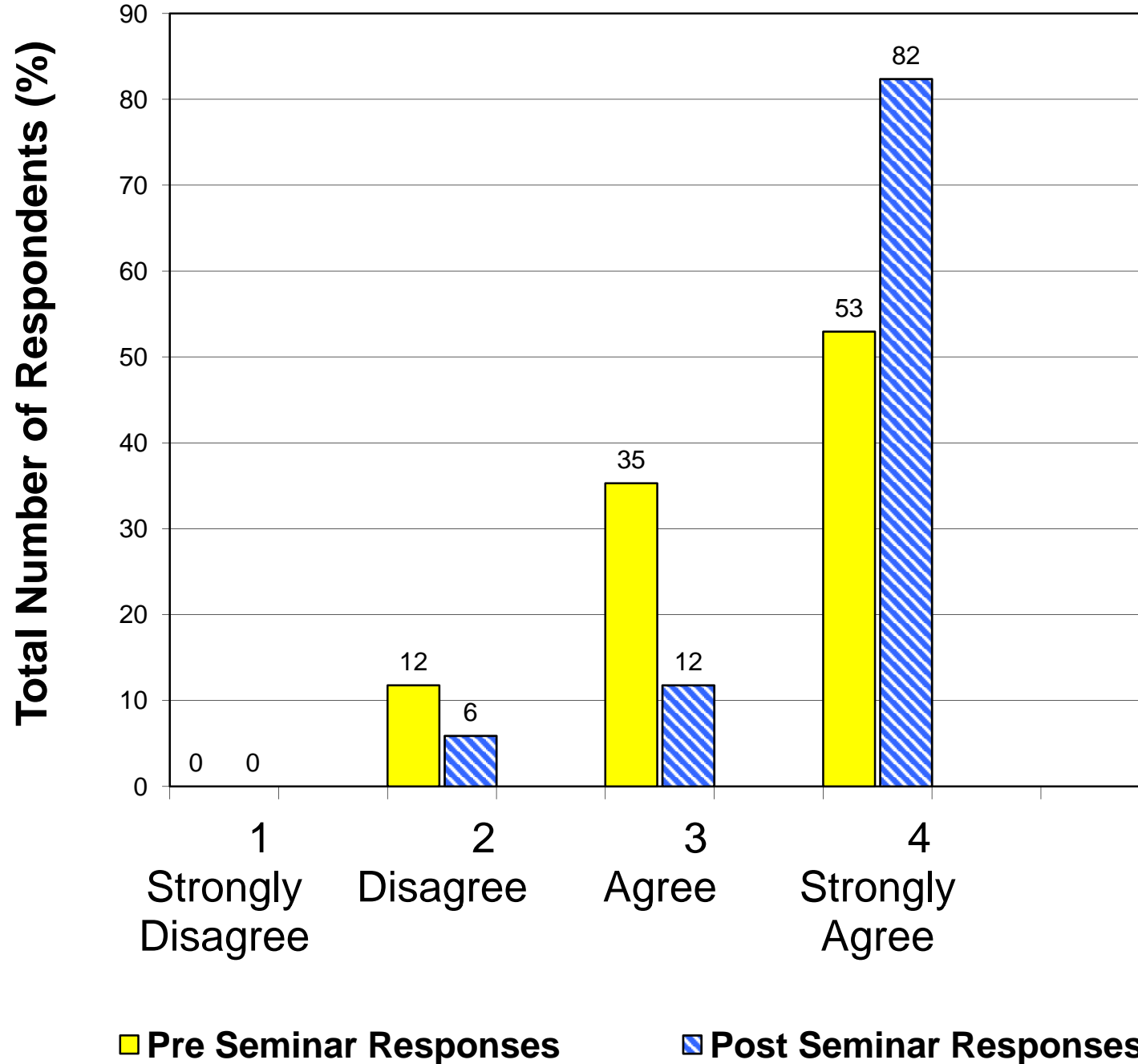
COMPARISON: PRE AND POST SEMINAR RESPONSES

I Am Comfortable Talking On The Telephone



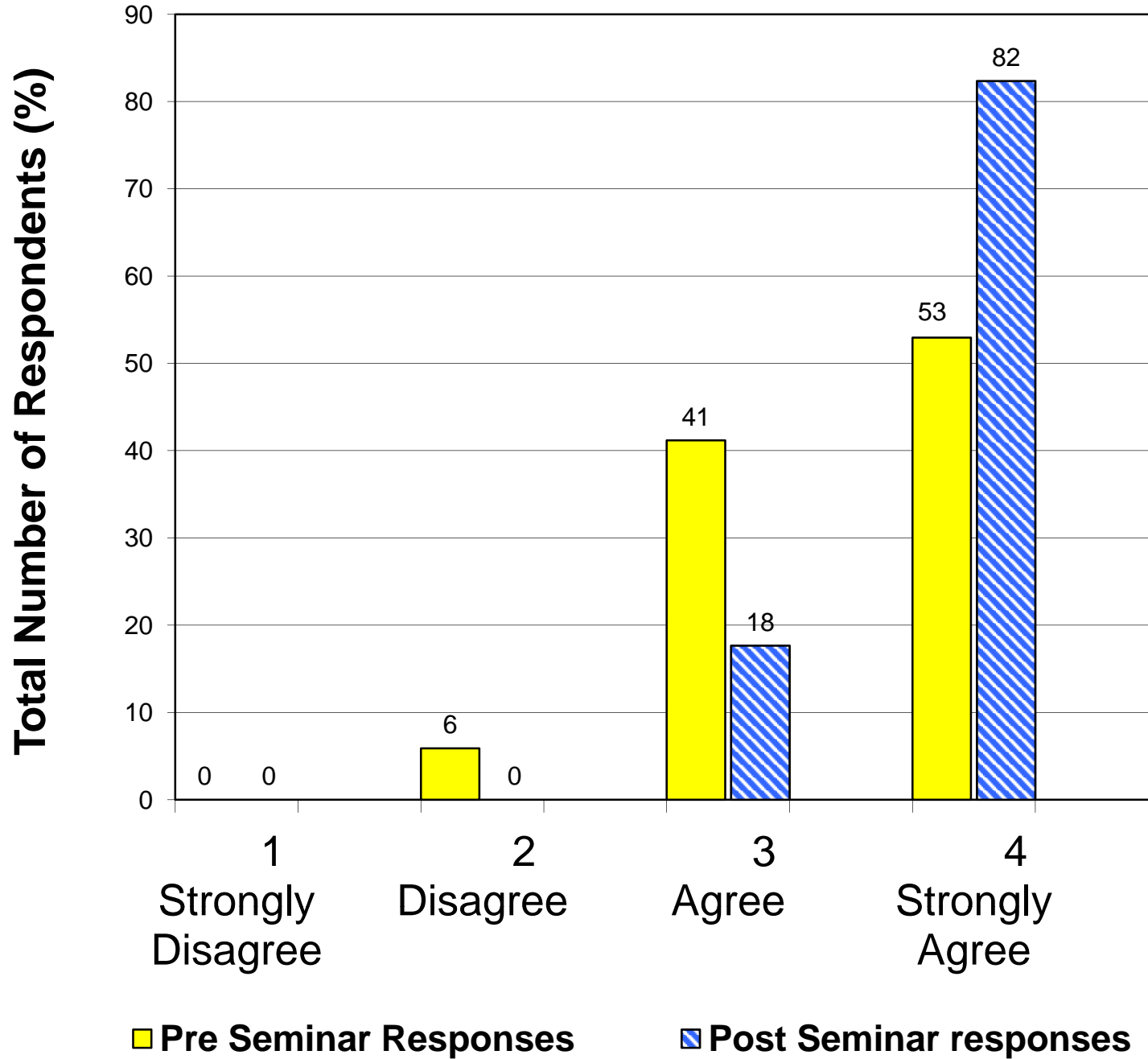
COMPARISON: PRE AND POST SEMINAR RESPONSES

I Am Comfortable With Face To Face Visits



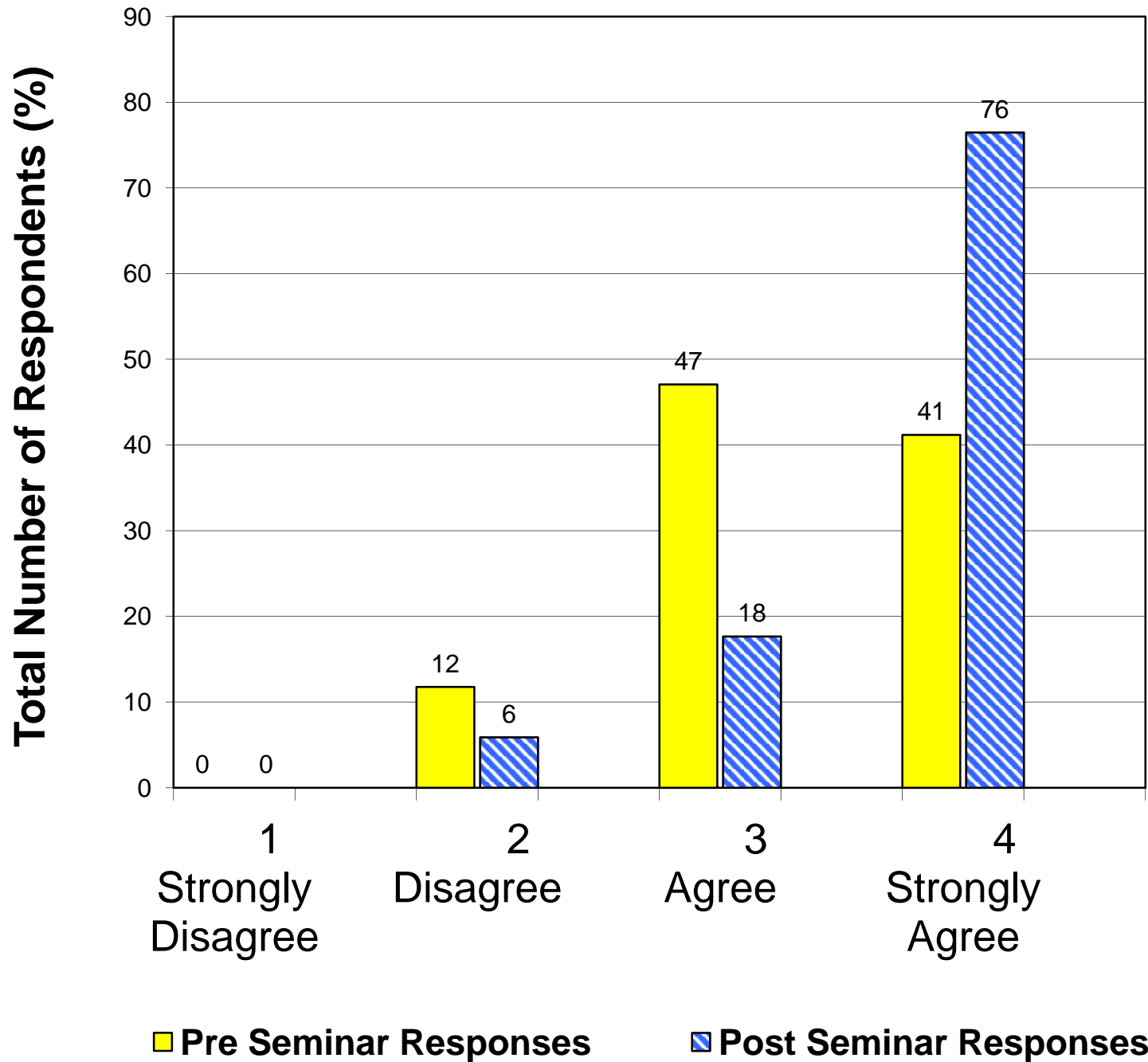
COMPARISON: PRE AND POST SEMINAR RESPONSES

I Develop A Rapport Quickly With A Client



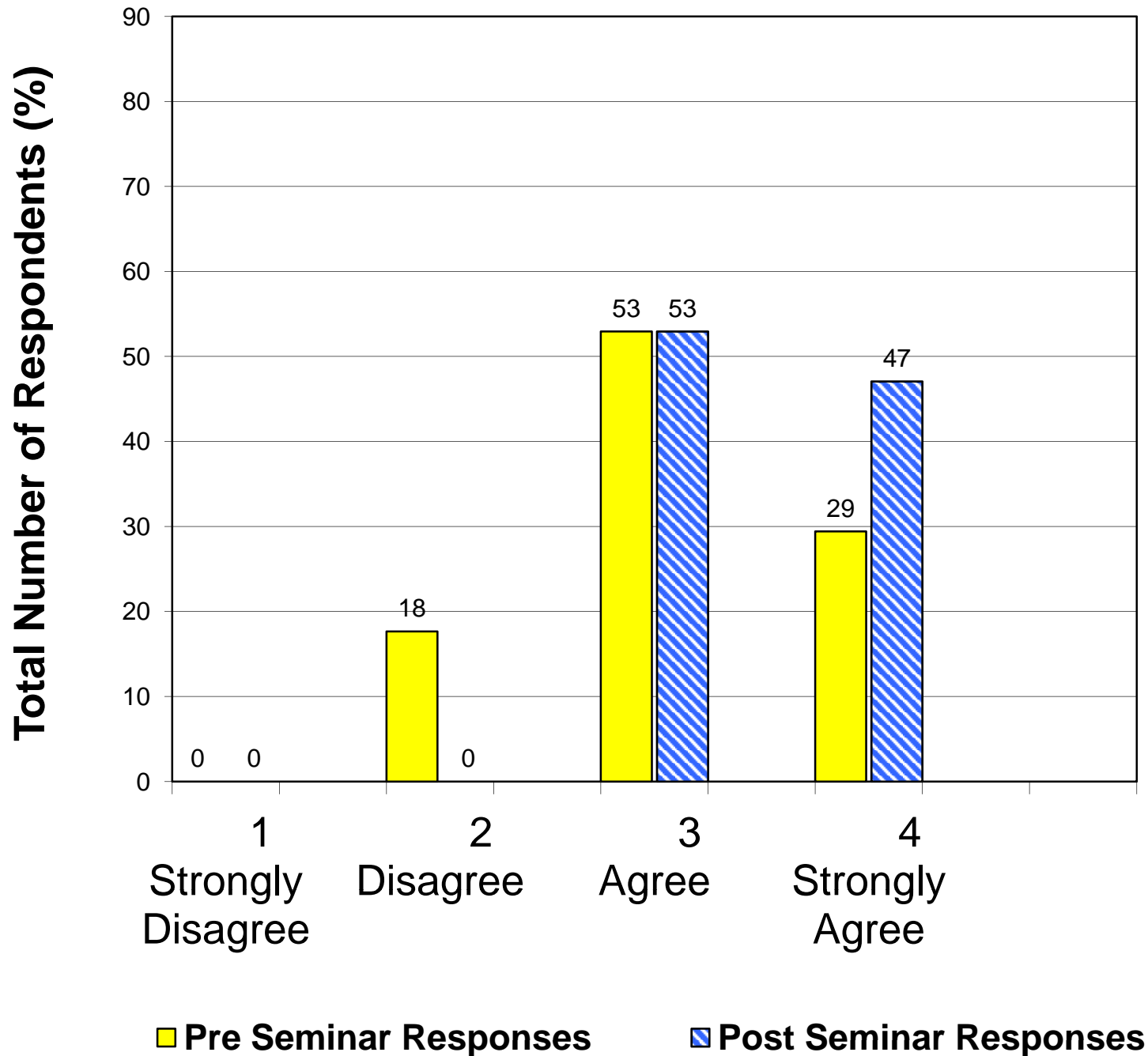
COMPARISON: PRE AND POST SEMINAR RESPONSES

I Effectively Begin The Presentation



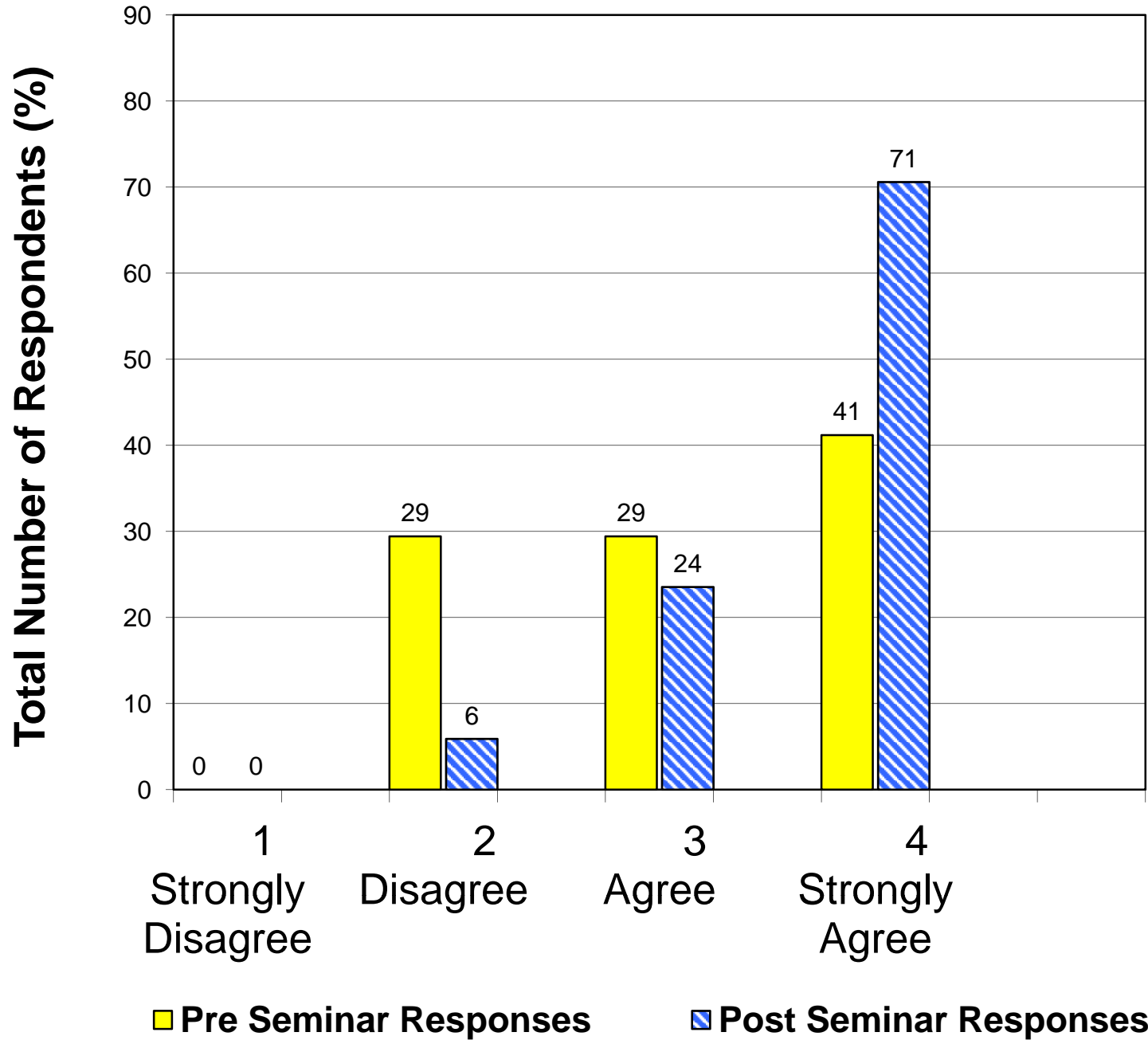
COMPARISON: PRE AND POST SEMINAR RESPONSES

I Effectively Answer Objections and Questions



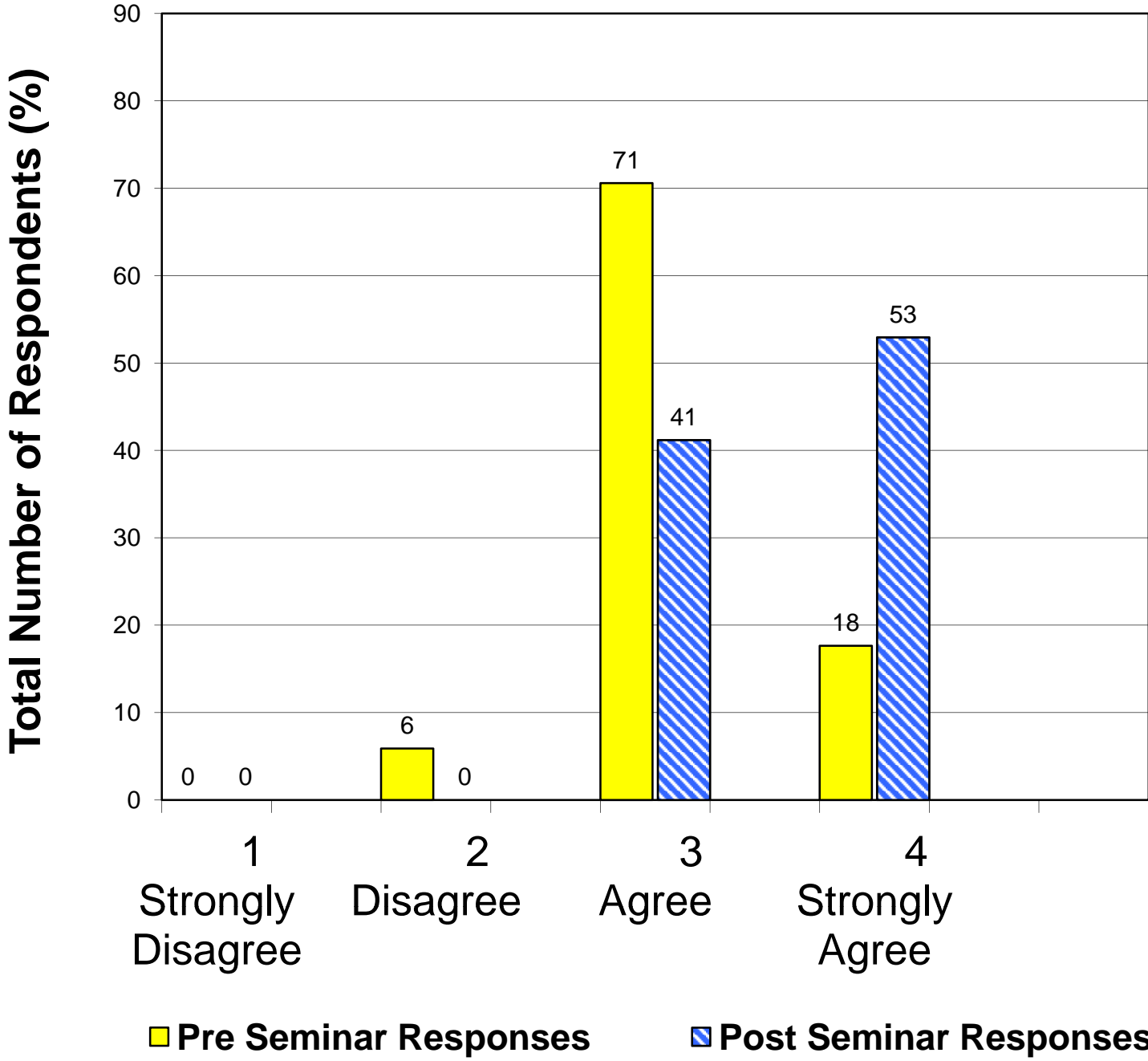
COMPARISON: PRE AND POST SEMINAR RESPONSES

I Am Comfortable Asking For The Order and Closing The Sale



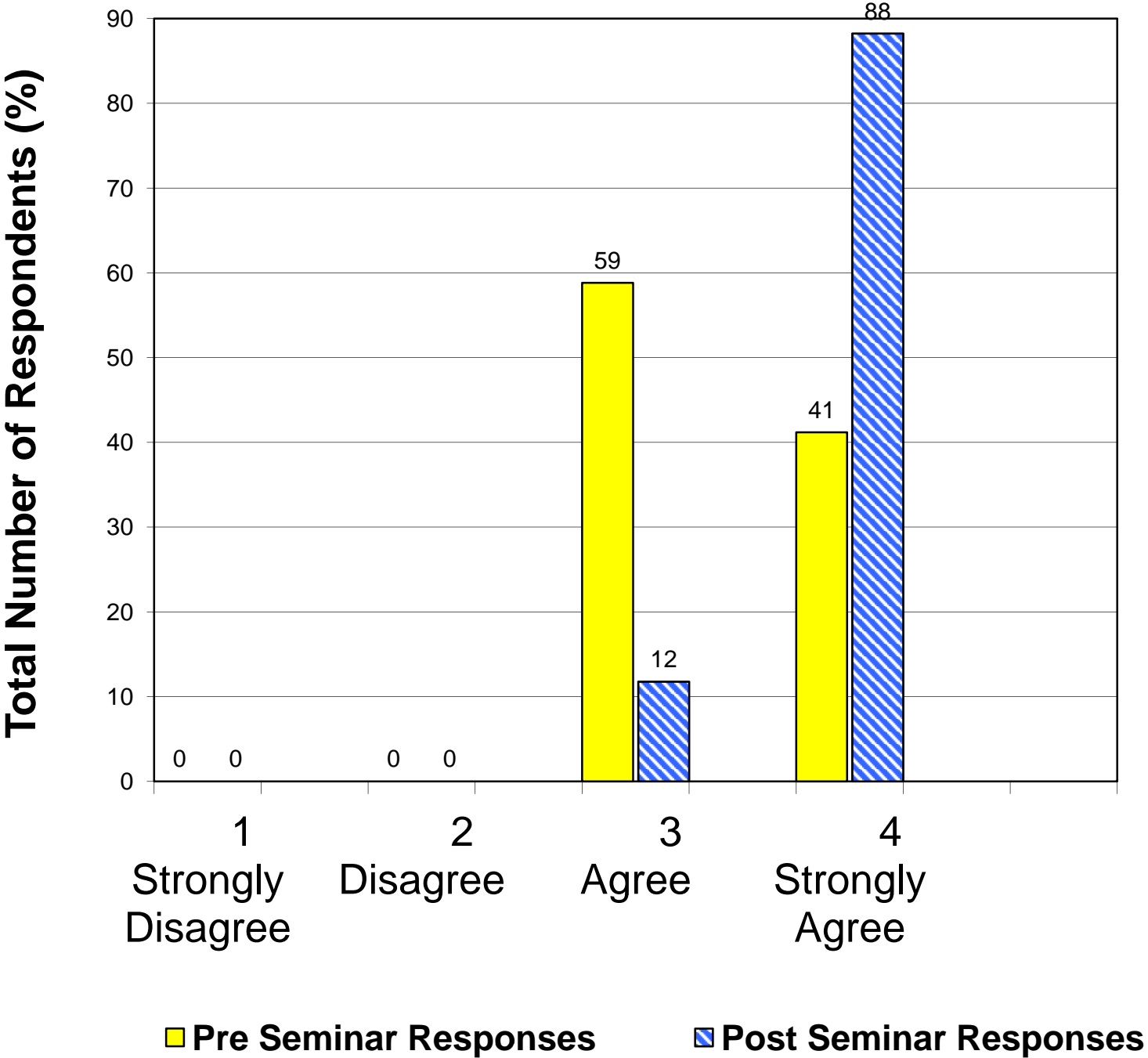
COMPARISON: PRE AND POST SEMINAR RESPONSES

It Is Easy For Me To Write Proposals



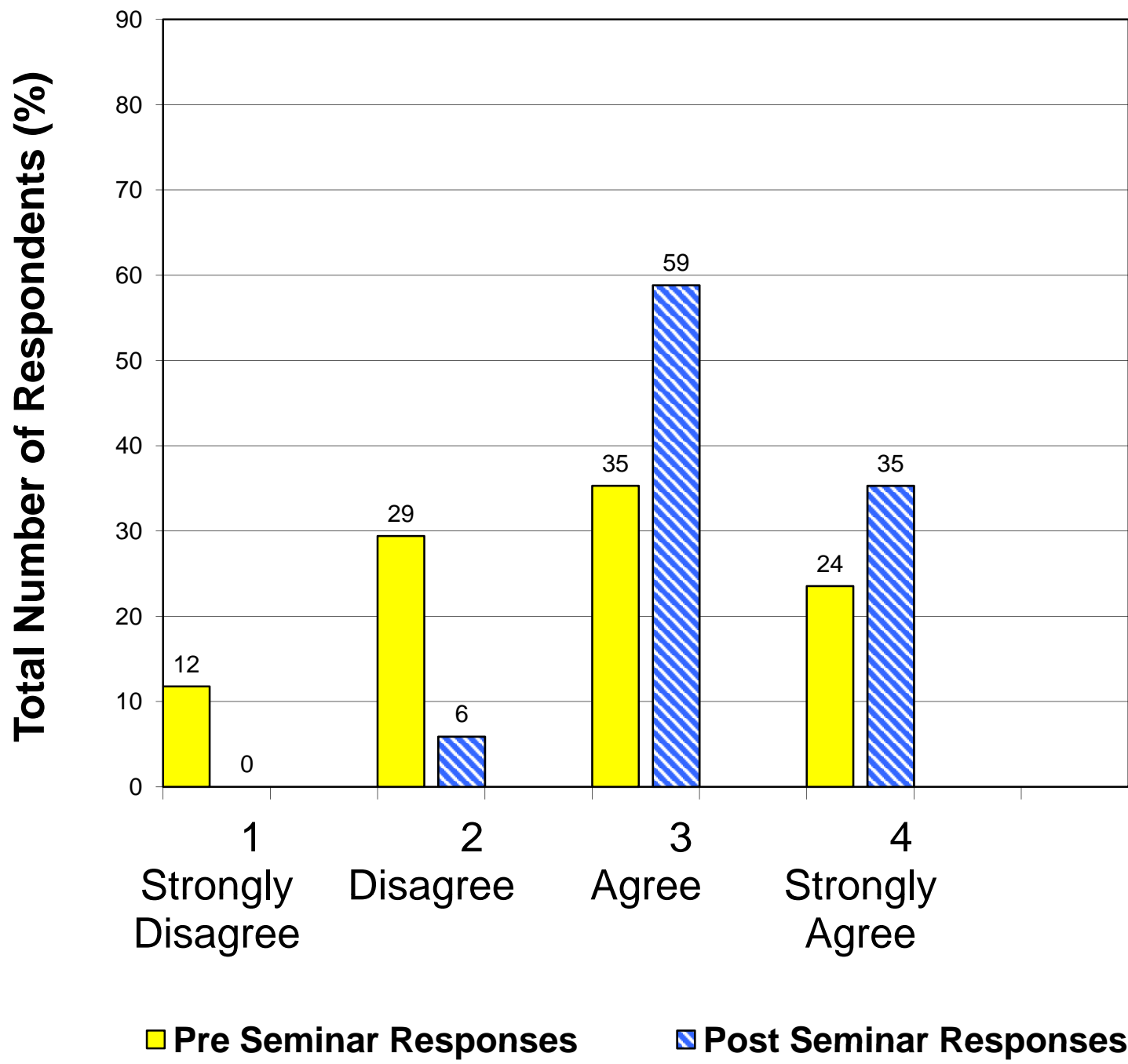
COMPARISON: PRE AND POST SEMINAR RESPONSES

I Provide Effective Customer Service



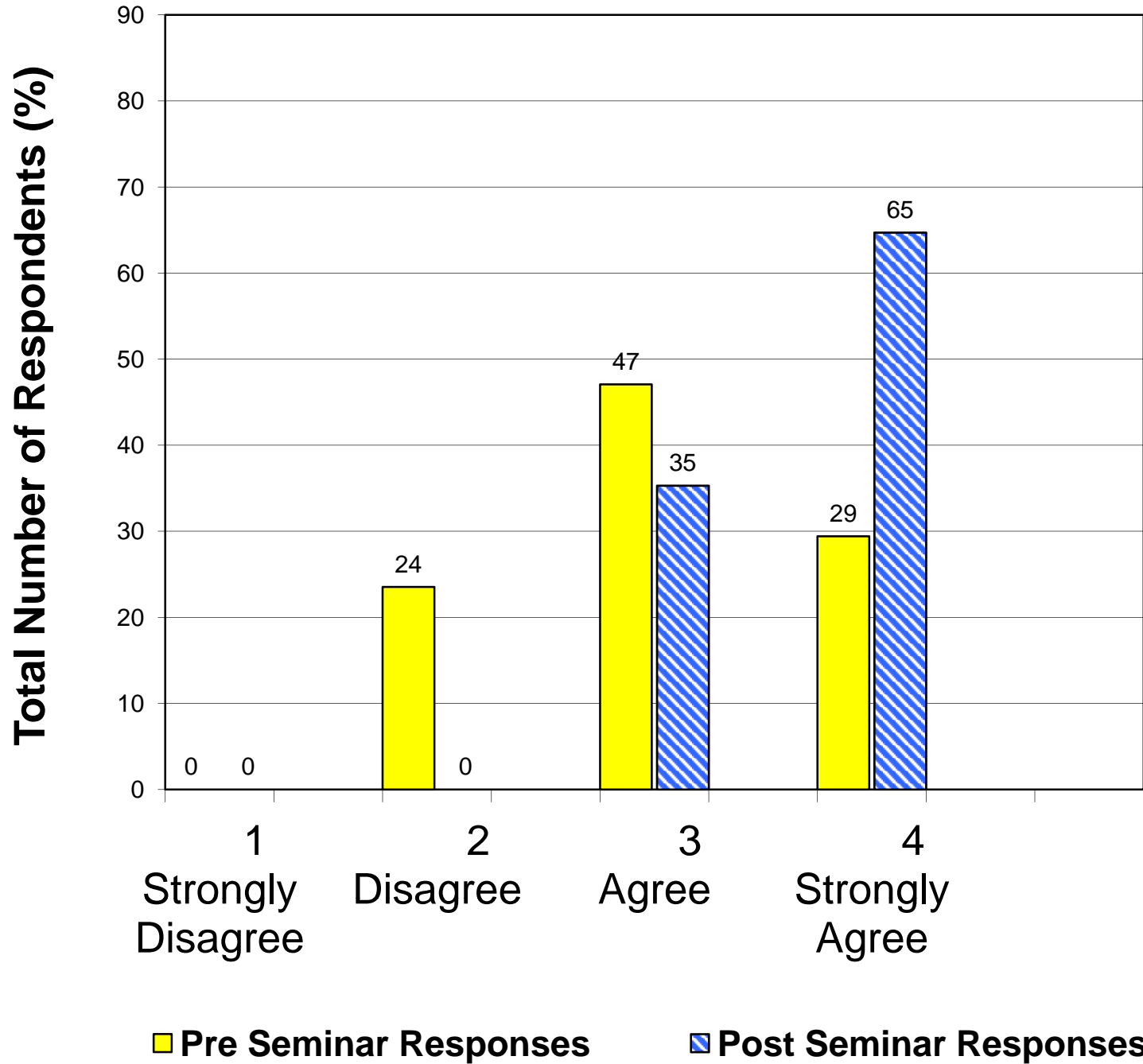
COMPARISON: PRE AND POST SEMINAR RESPONSES

It Is Easy For Me To Ask My Clients For Referrals



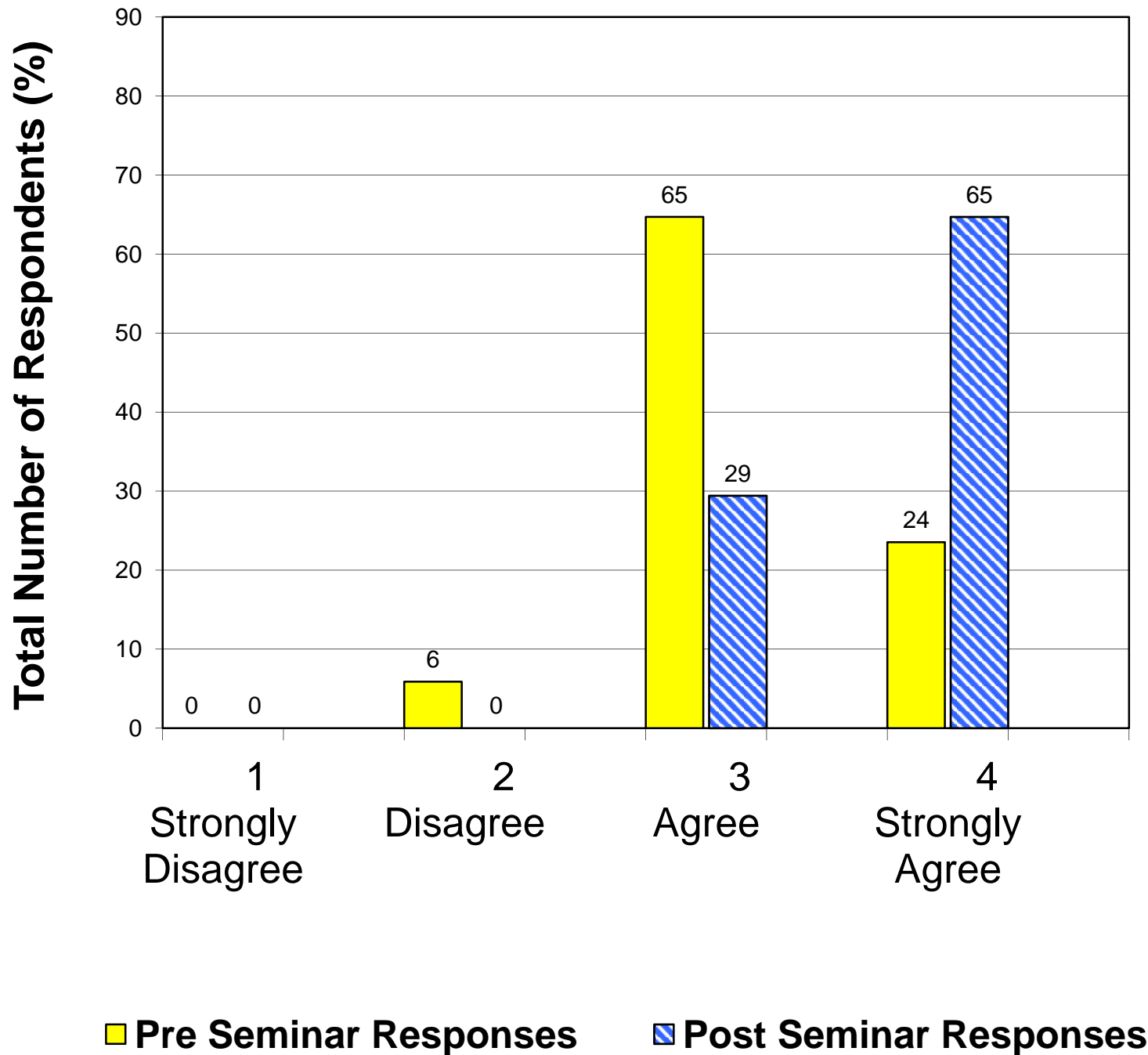
COMPARISON: PRE AND POST SEMINAR RESPONSES

I Offer My Clients Other Opportunities



COMPARISON: PRE AND POST SEMINAR RESPONSES

I View Myself As Prosperous



Comparison: Pre and Post Seminar Responses

OVERALL AVERAGE

