

# **SWITCHED-ON SELLING SEMINAR**

*A Proven Breakthrough Sales Training Program*

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

Graphs compiled for

**CLEVELAND STATE BANK**  
Pre, Post and 30 Day Later Form Analysis

Seminar Date: February 20, 2017  
26 Participants

Instructor: Jerry Teplitz

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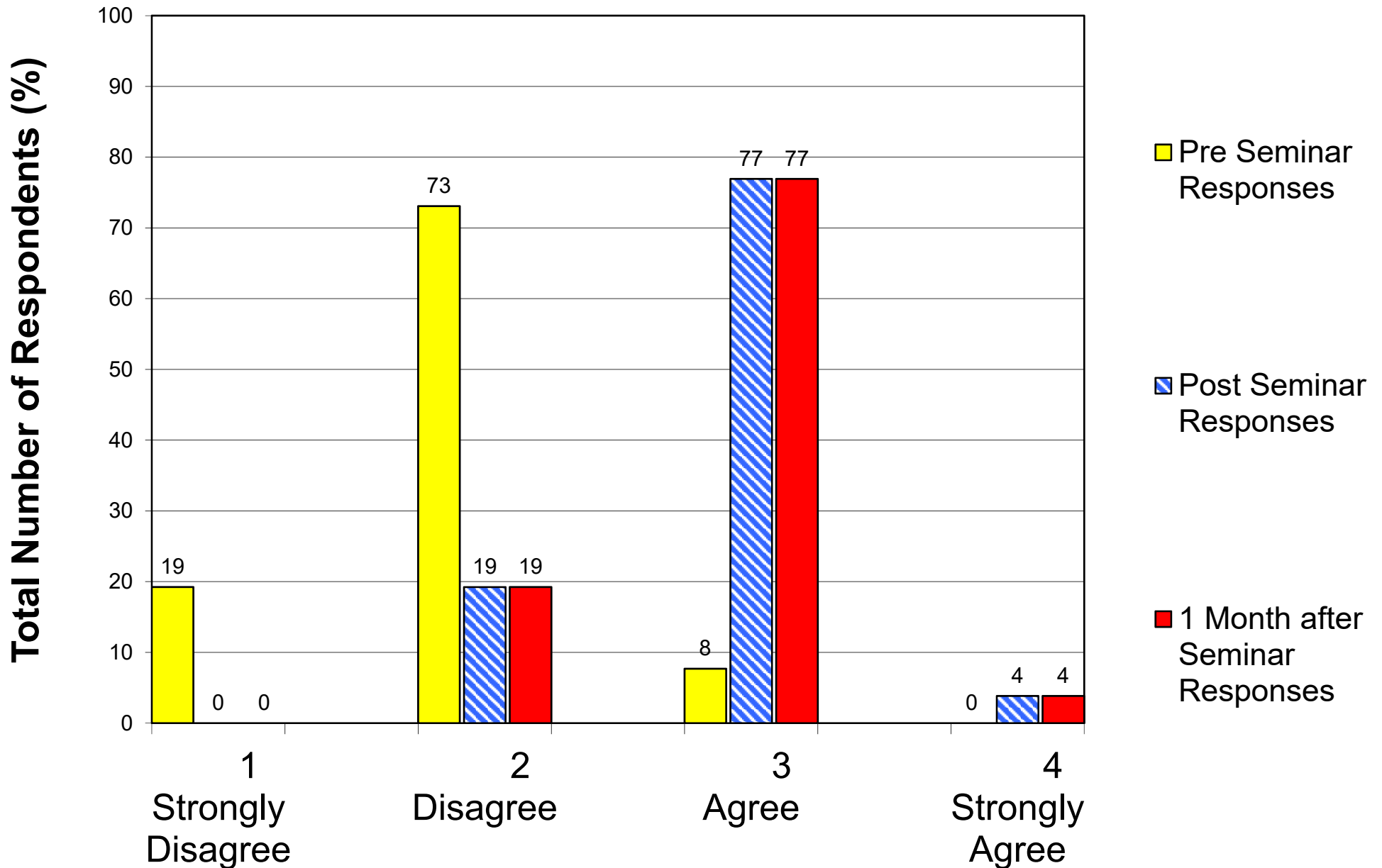
## How To Read This Report

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.

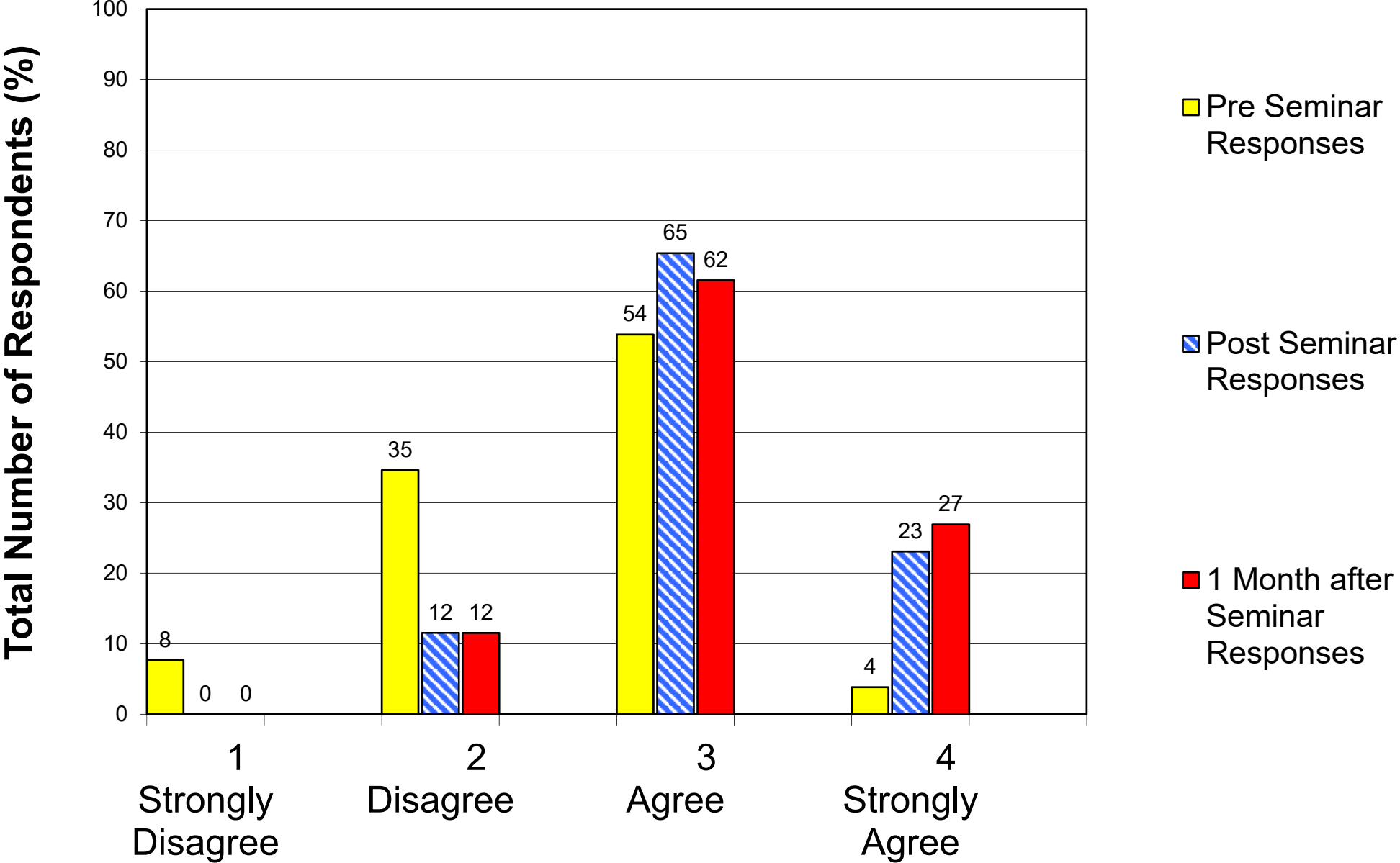
You'll observe the movement on the graphs of the participants moving from the negative side to the positive by the end of the day. If this report contains the One-Month Later responses, you'll see that the changes held for most of the participants.

# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE I Handle Rejection Well



\*Pre and Post SOS respondents limited to those who returned 1 Month Later survey

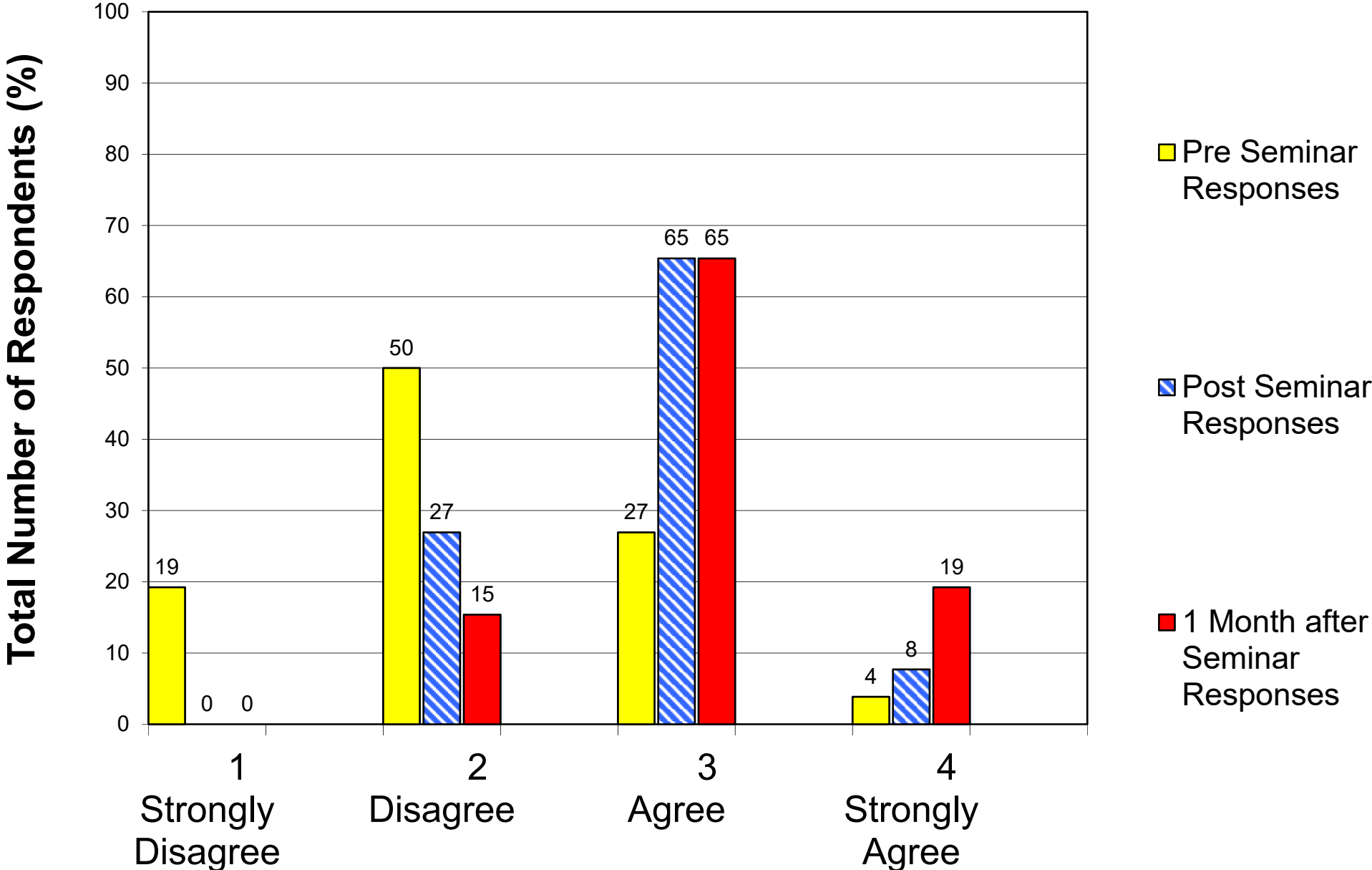
# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE I Research Potential Clients Prior To Contacting Them



\*Pre and Post SOS respondents limited to those who returned 1 month Later survey

# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

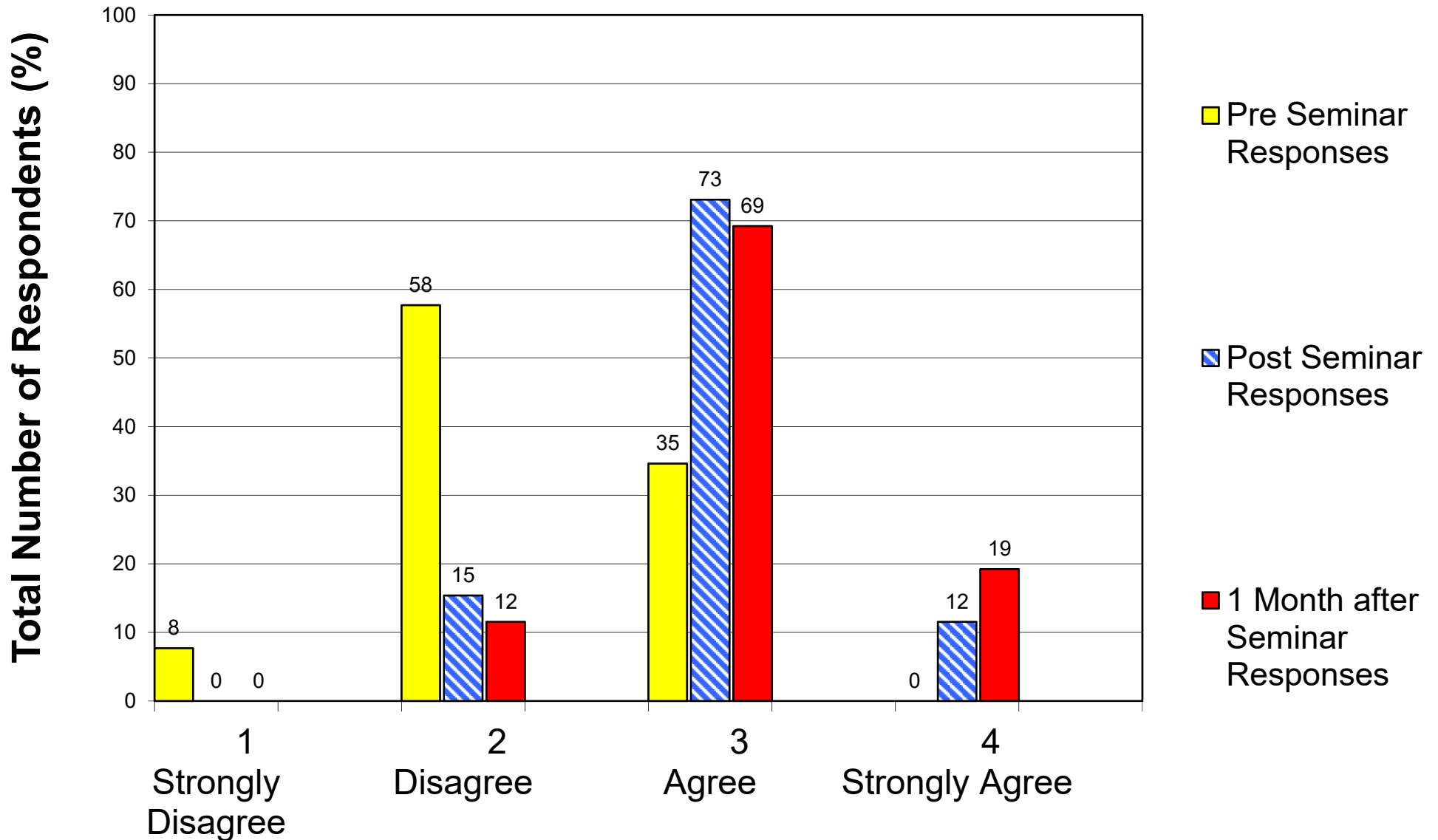
## I Enjoy Selling



\*Pre and Post SOS Respondents limited to those who returned 1 Month Later Survey

# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

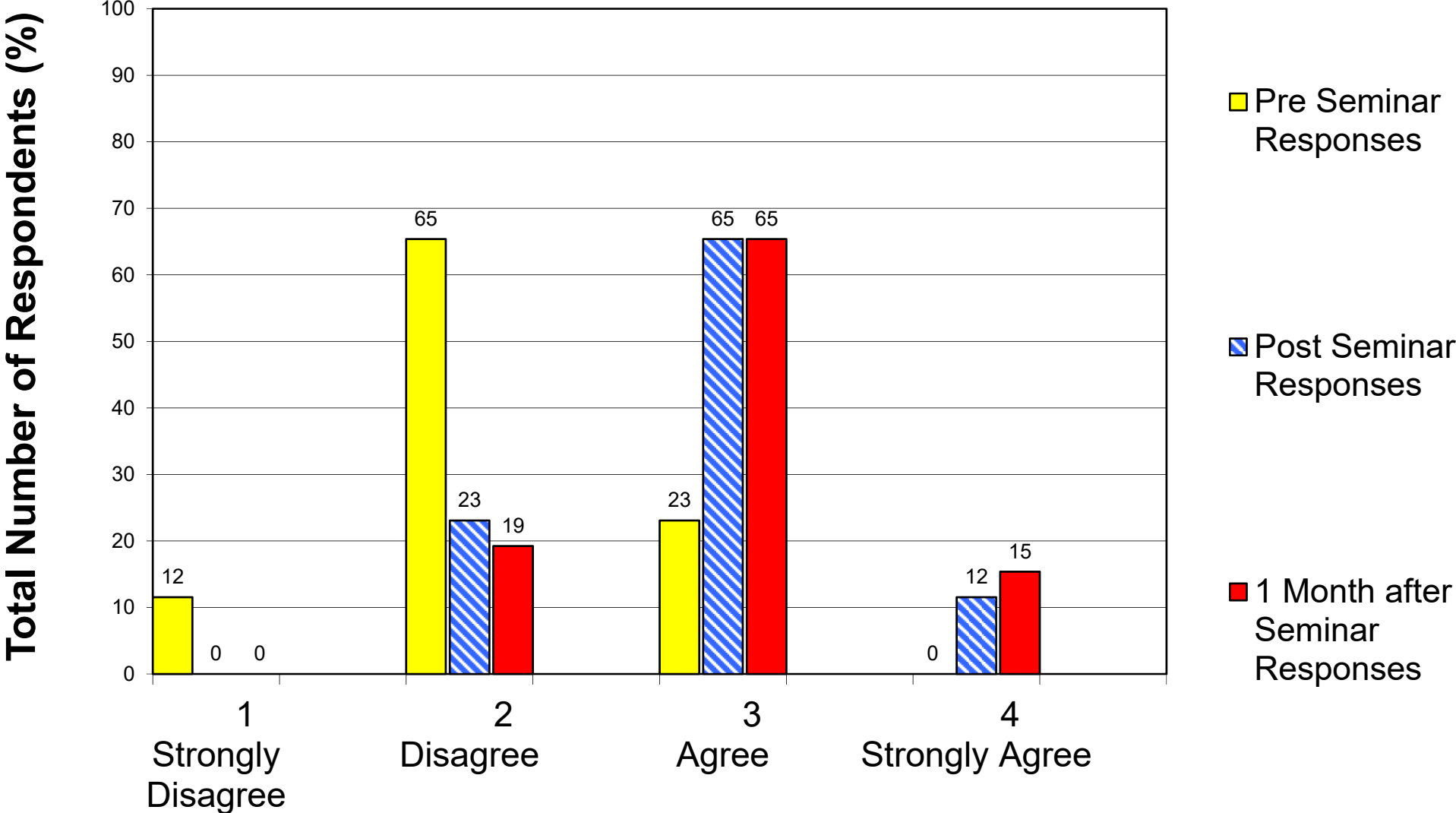
## I Am Effective As A Salesperson



\*Pre and Post respondents limited to those who returned 1 month Later survey

# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

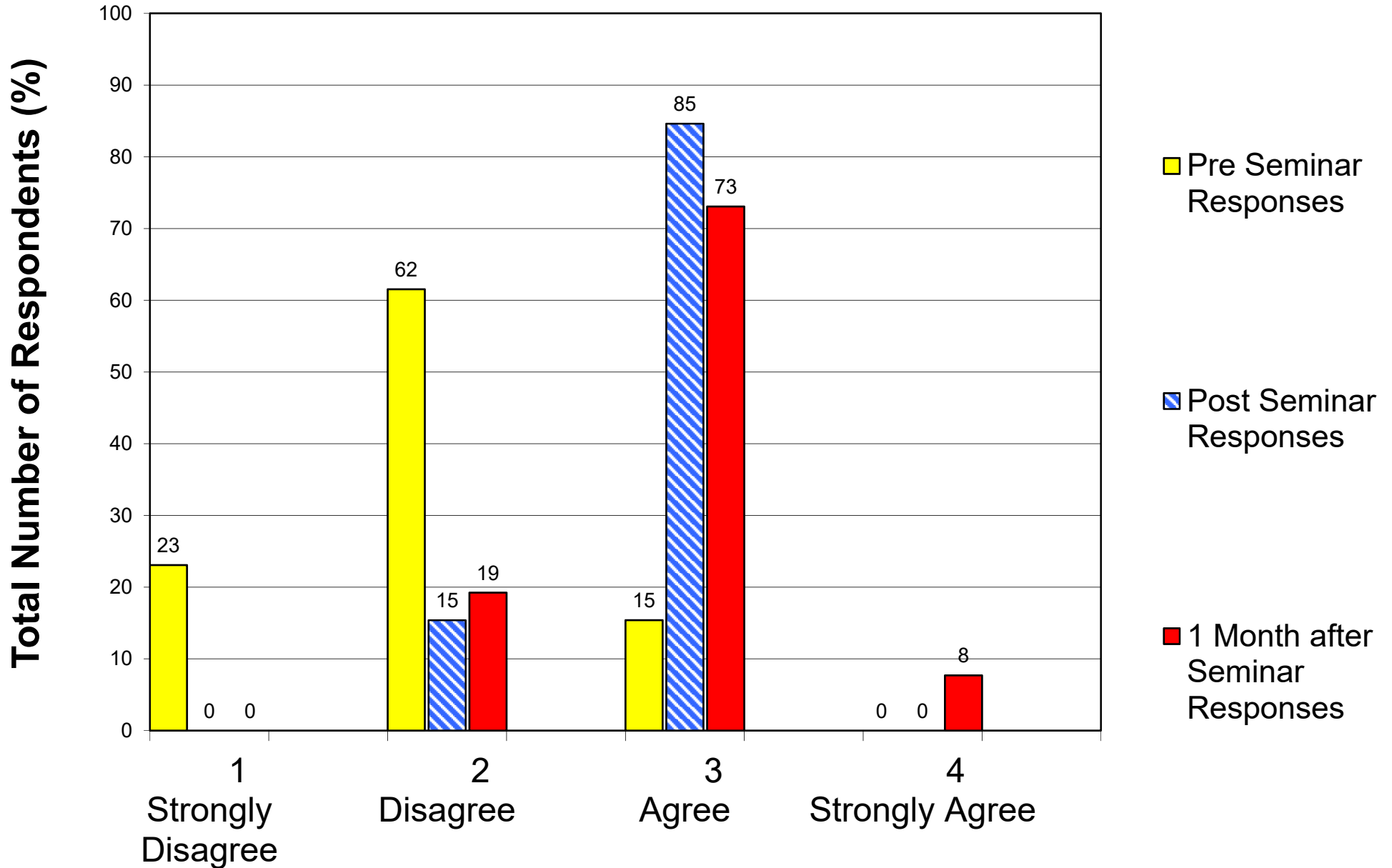
## I View Myself As A Successful Salesperson



\*Pre and Post respondents limited to those who returned 1 month Later survey

# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

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

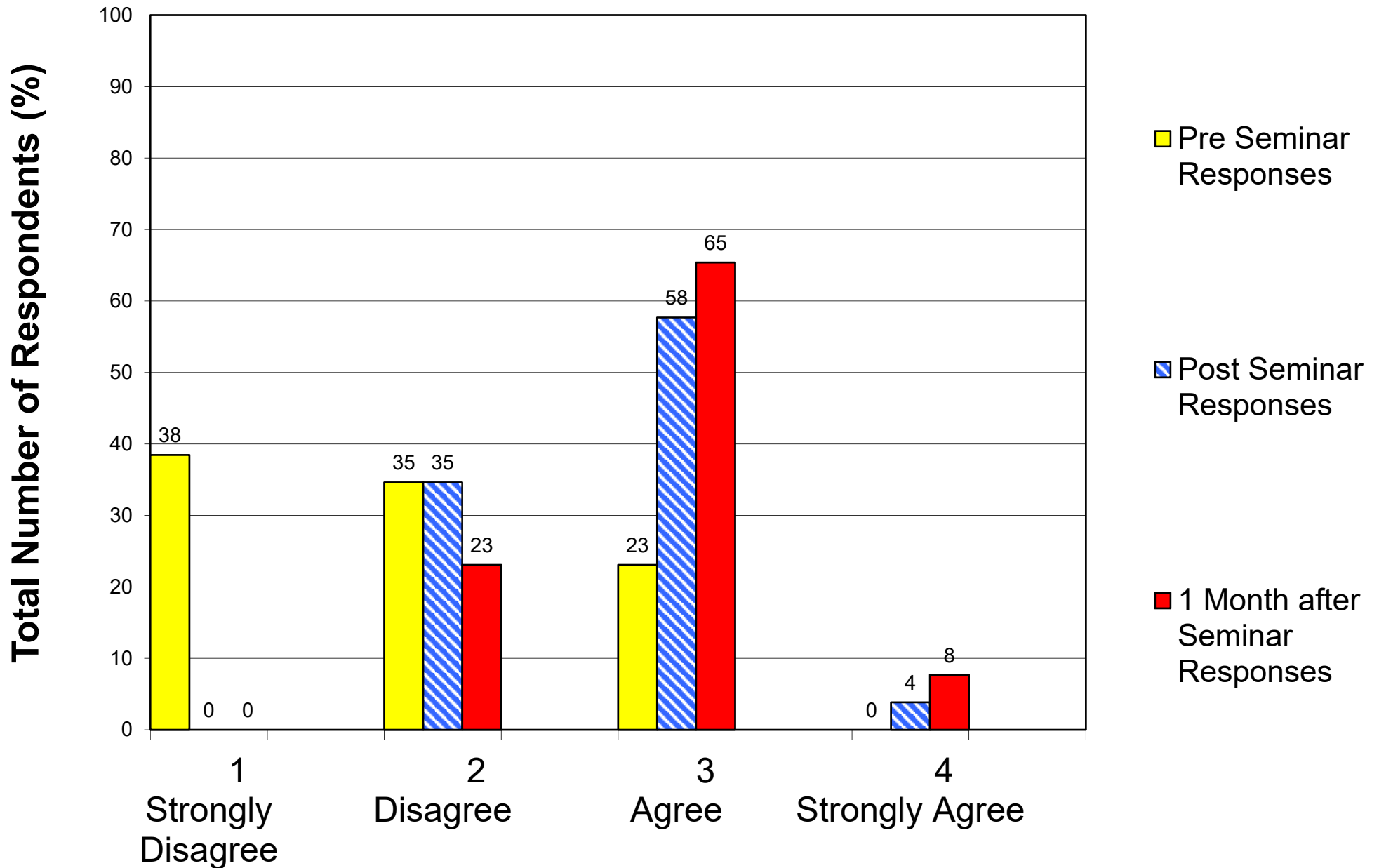


\*Pre and Post SOS respondents limited to those who returned 1 month Later survey



# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

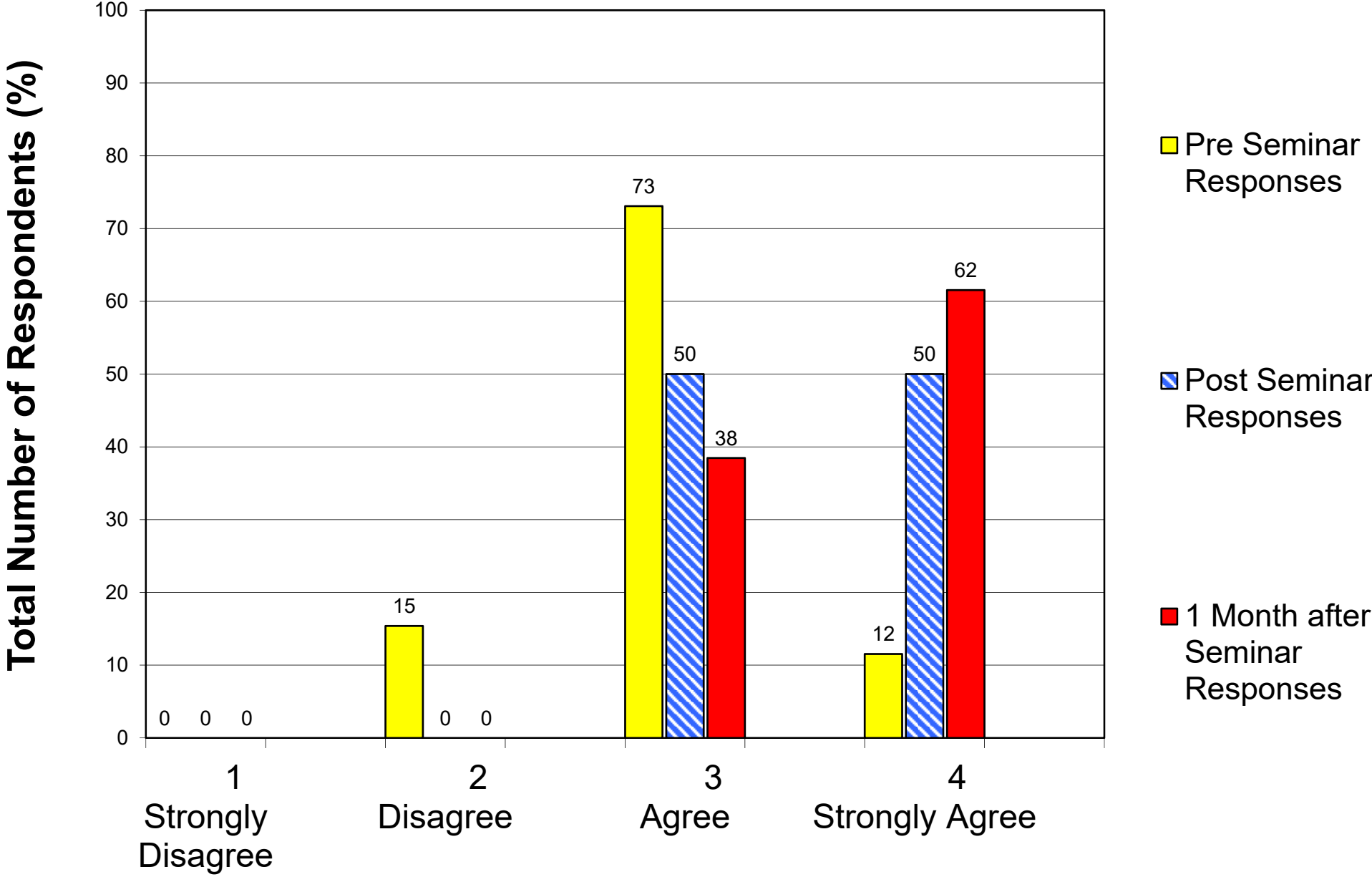
## It Is Easy For Me To Make Cold Calls In Person



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

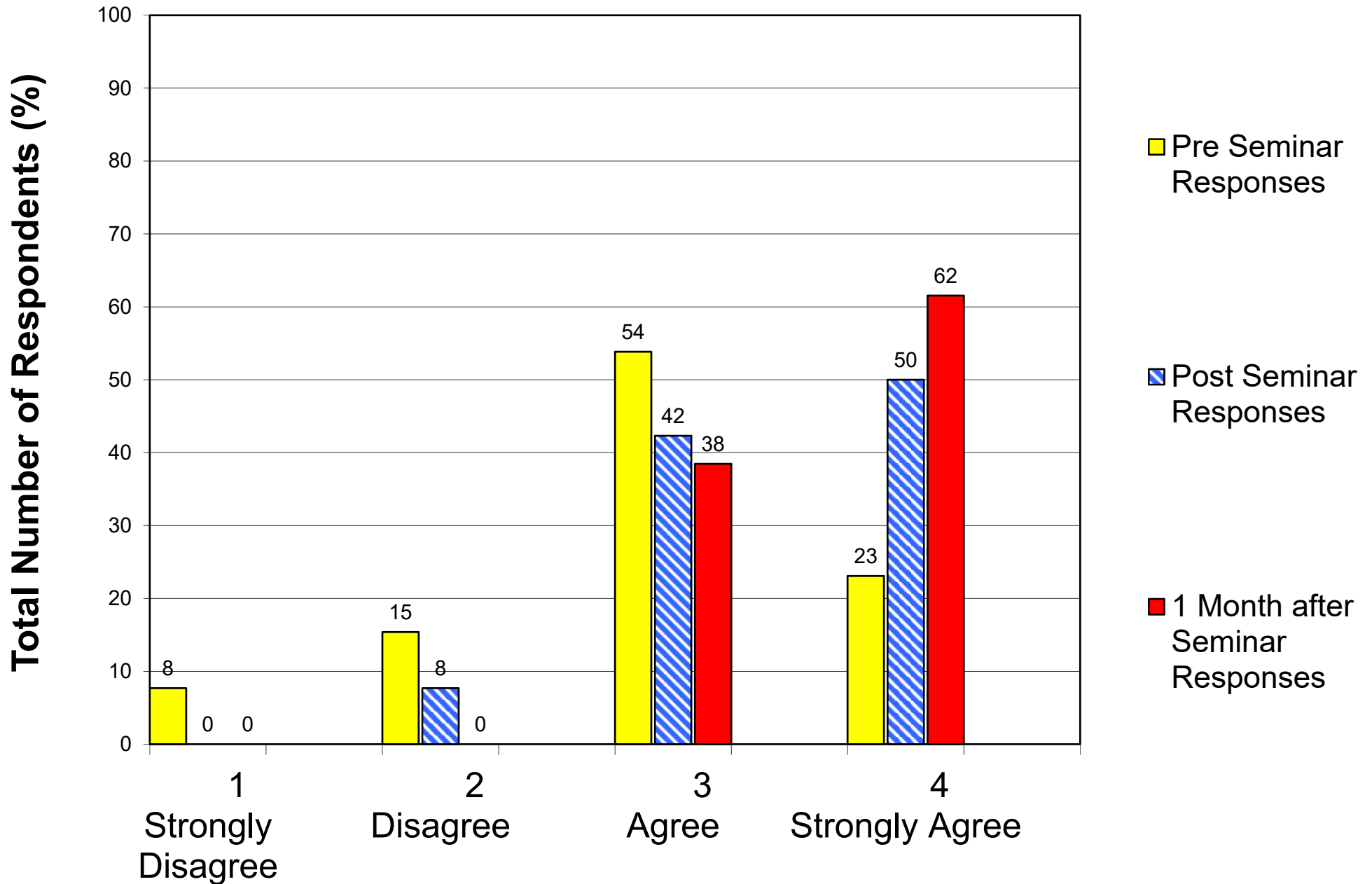
## I Am Comfortable Talking On The Phone



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

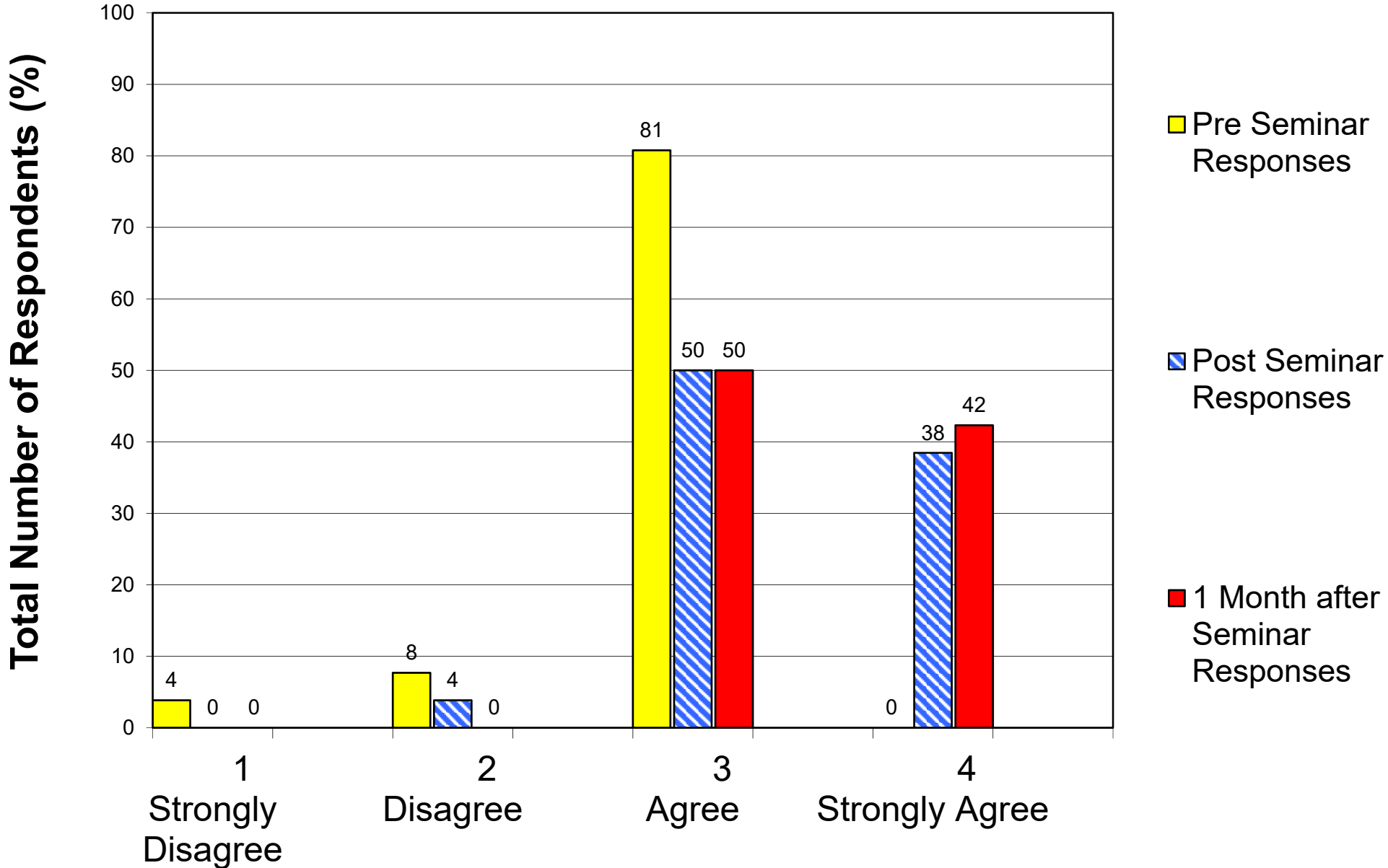
## I Am Comfortable With Face to Face Visits



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

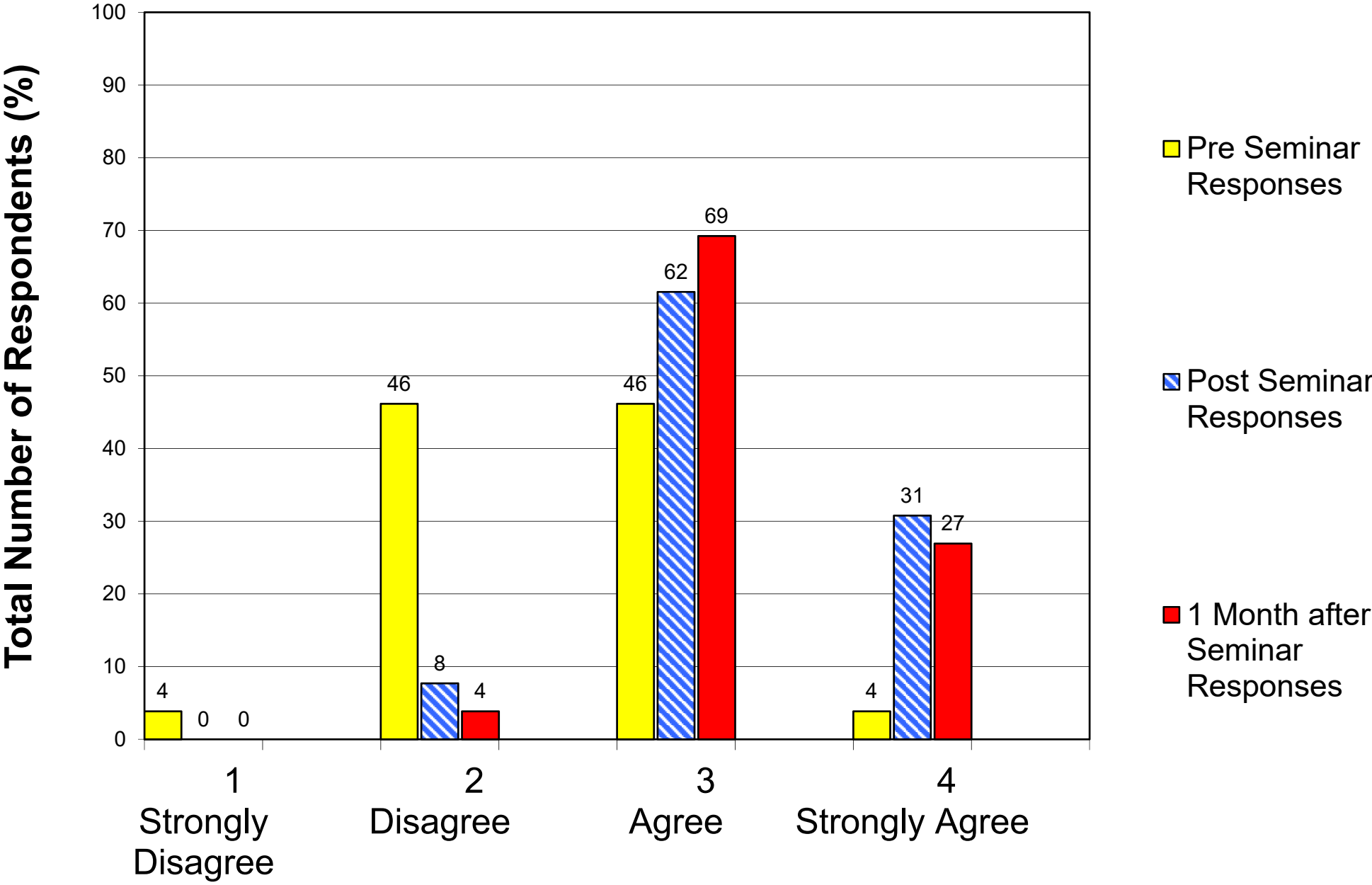
## I Develop A Rapport Quickly With A Client



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

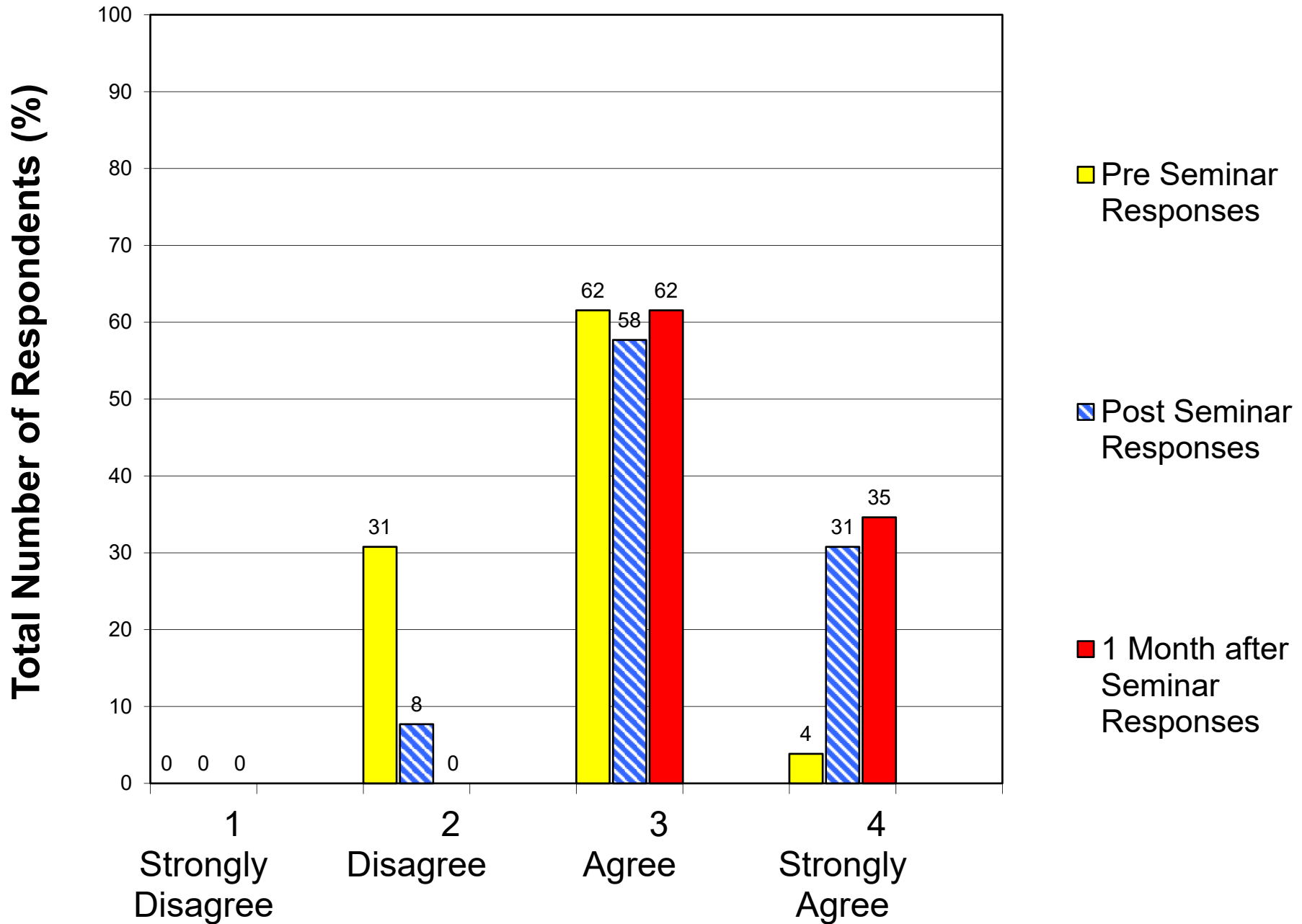
## I Effectively Begin The Presentation



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

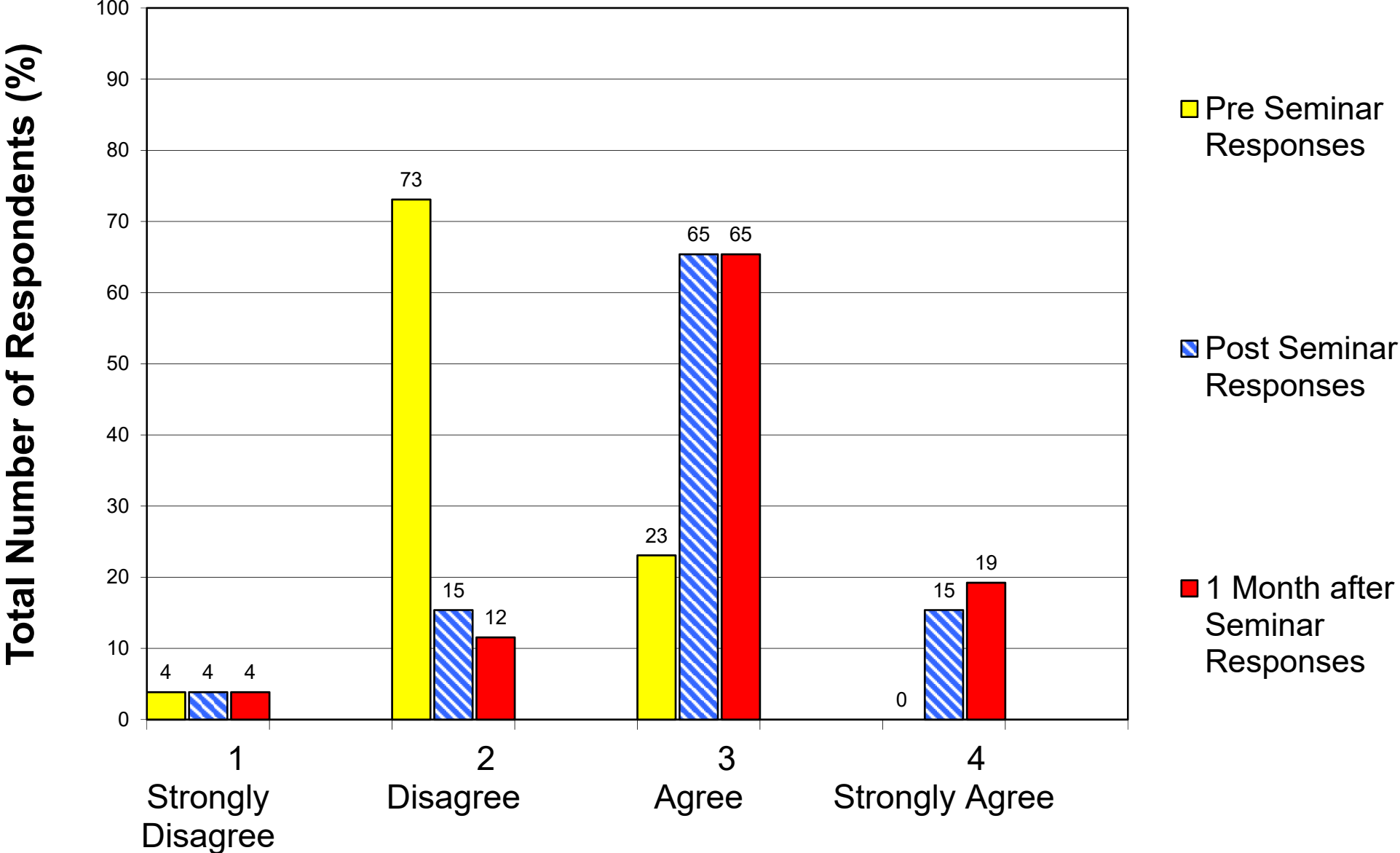
## I Effectively Answer Objections And Questions



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

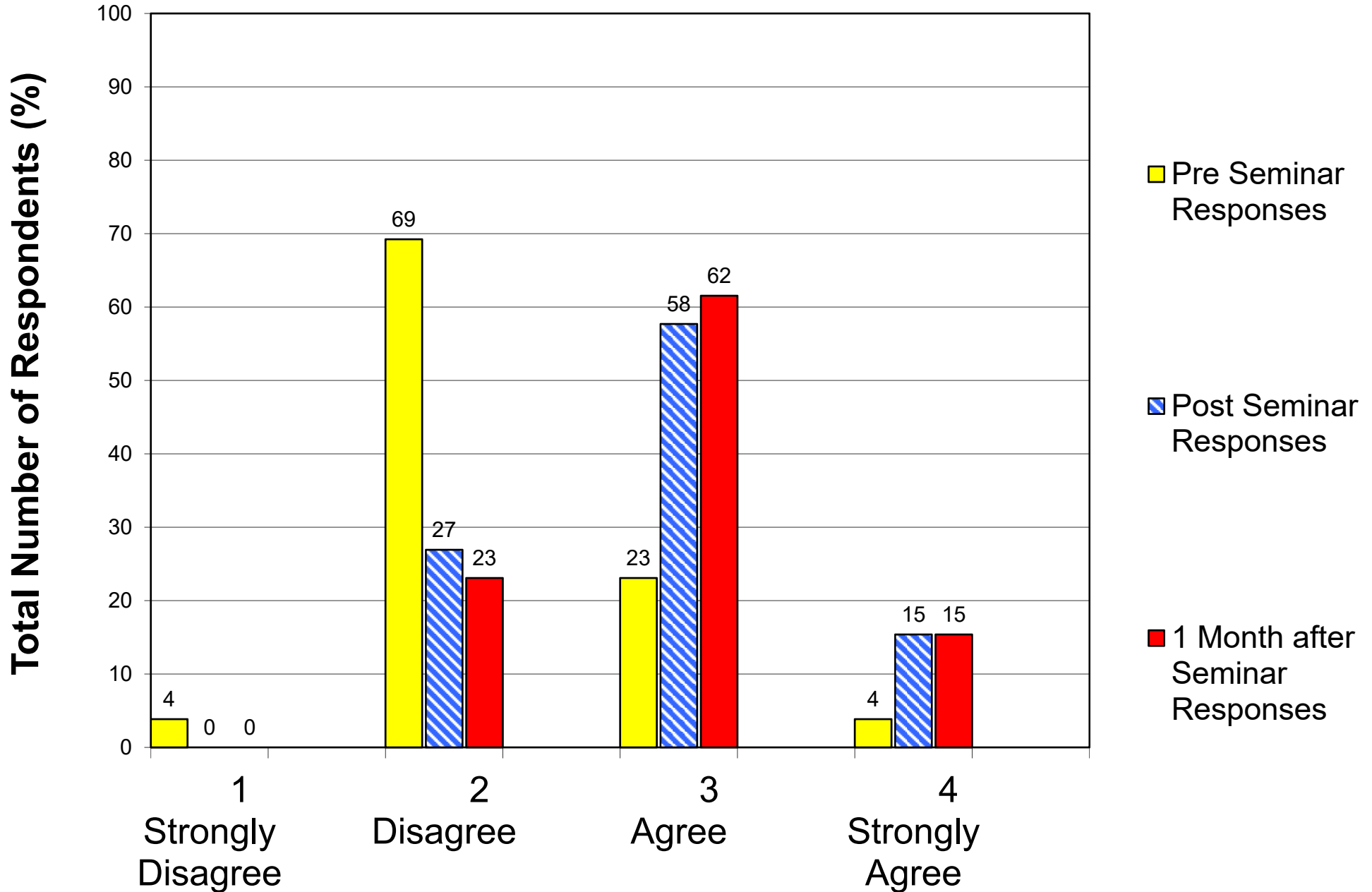
## I Am Comfortable Asking For The Order And Closing The Sale



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

## It Is Easy For Me To Write Proposals

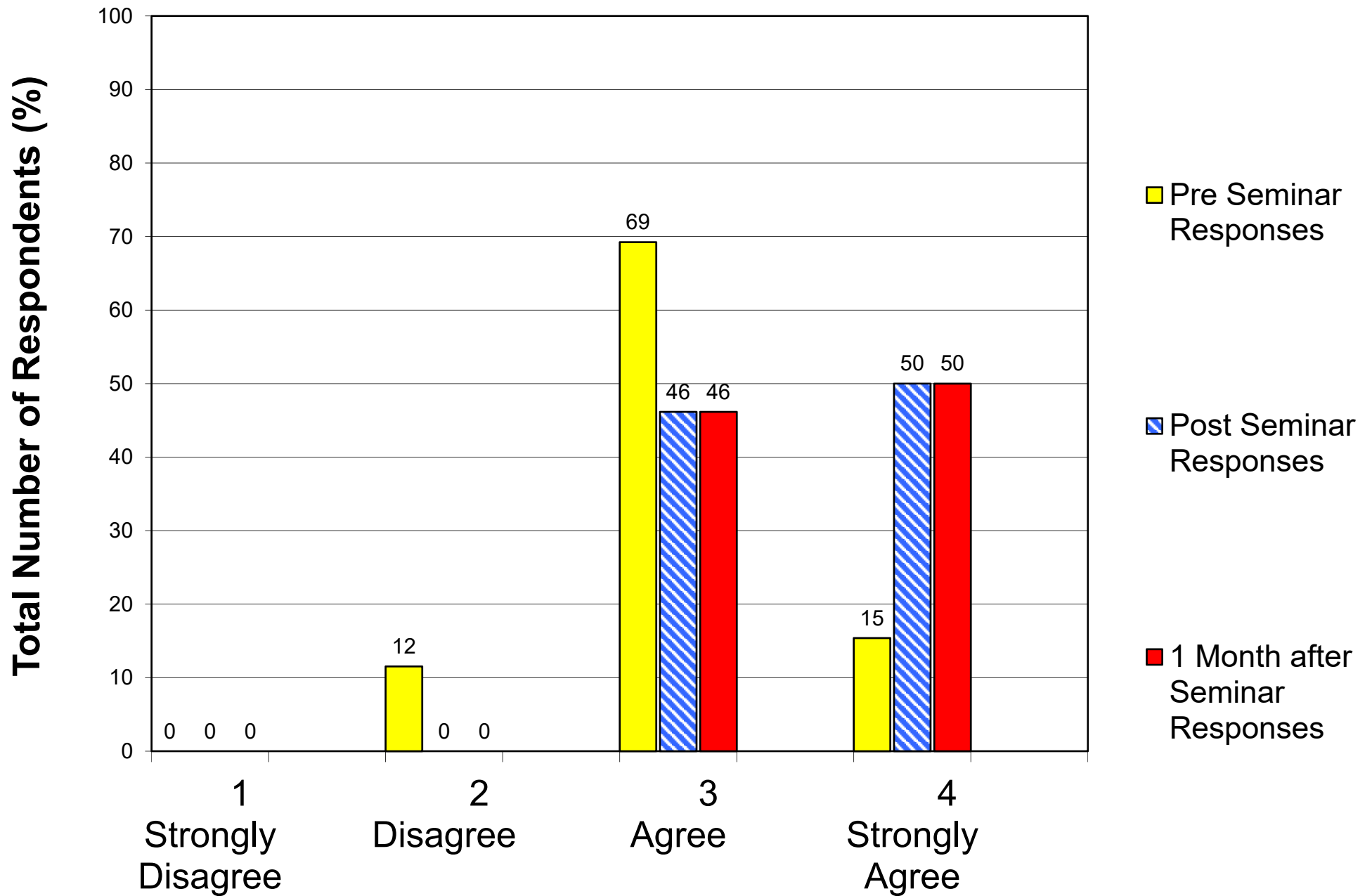


\*Pre and Post SOS respondents limited to those who returned 1 Month Later survey



# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

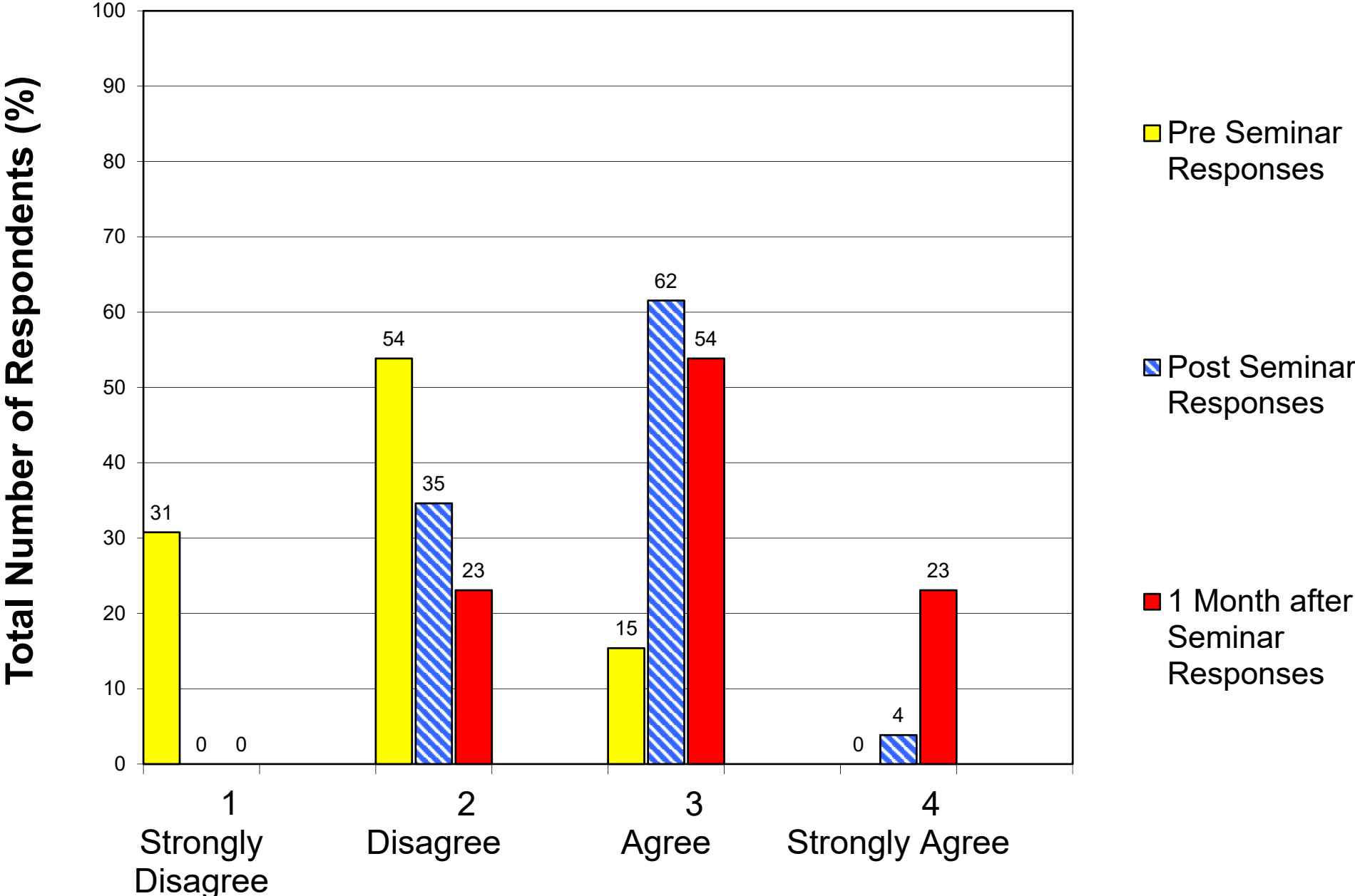
## I Provide Effective Customer Service



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

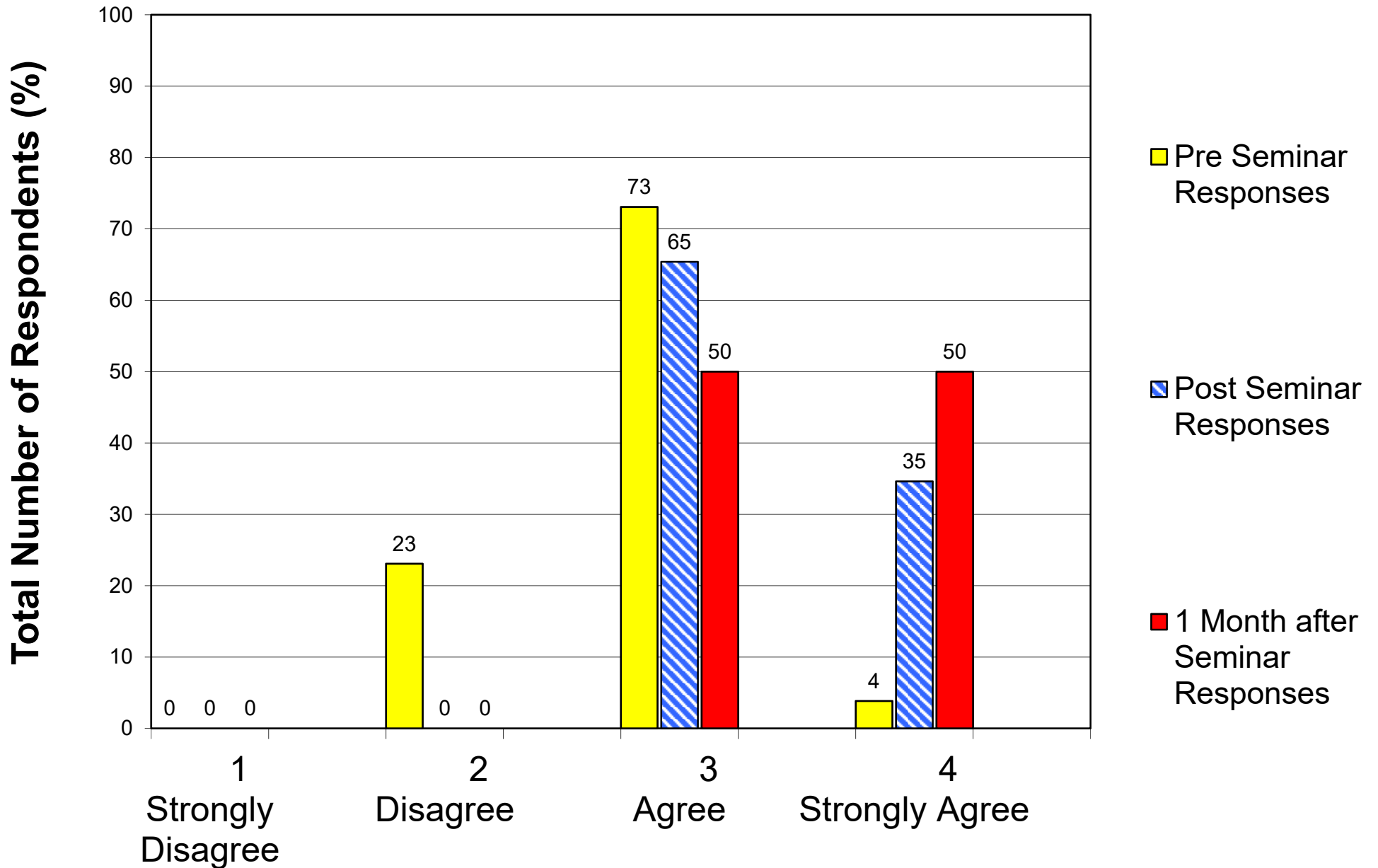
## It Is Easy For Me To Ask Clients For Referrals



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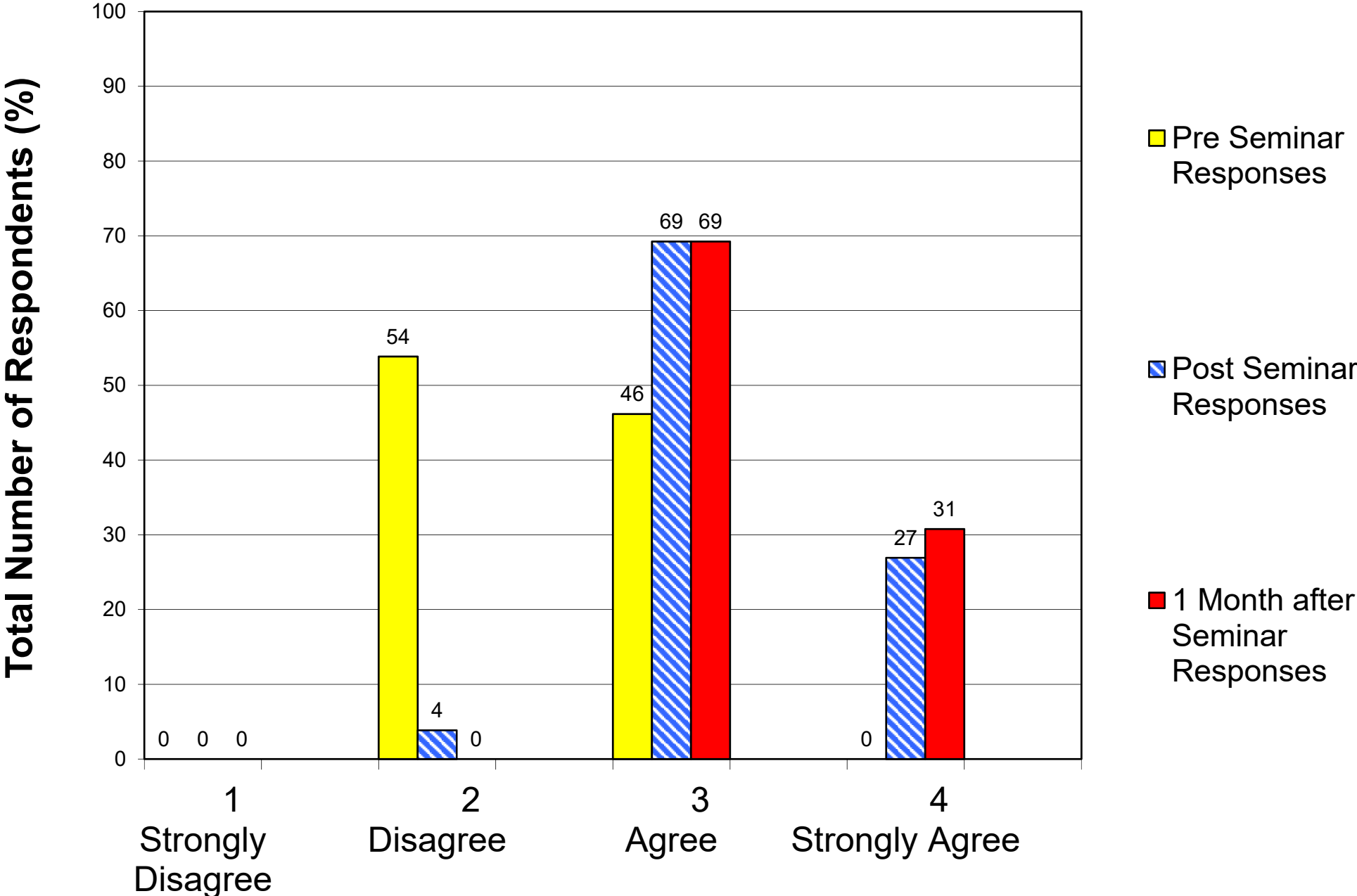
# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

## I Offer My Clients Other Opportunities



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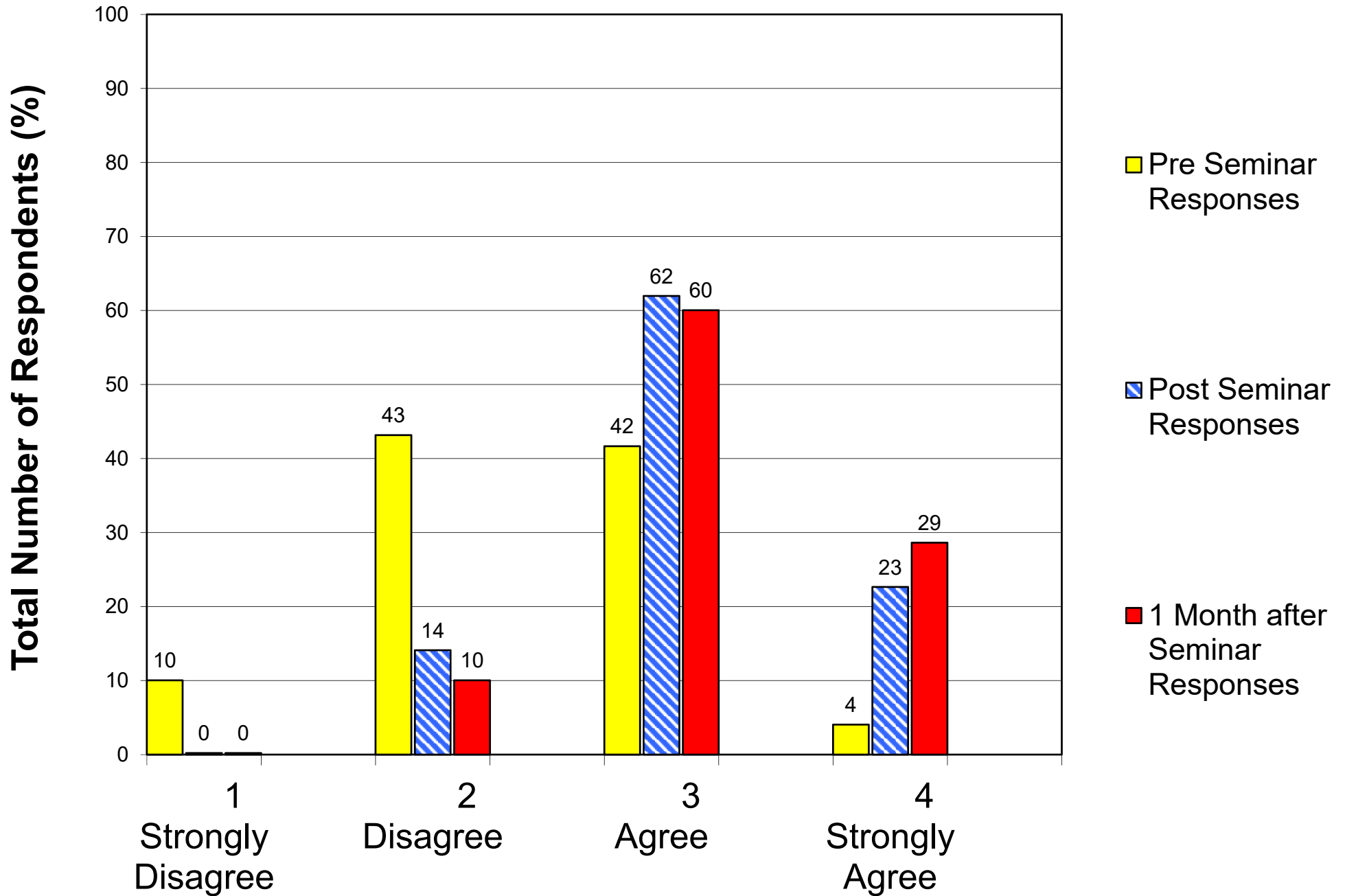
COMPARISON: PRE, POST and ONE MONTH AFTER COURSE  
**I View Myself As Prosperous**



\*Pre and Post SOS respondents limited to those who returned 1 Month Later survey

# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

## Overall Total Average



\*Pre and Post SOS respondents limited to those who returned 1 Month Later survey