

SWITCHED-ON SELLING SEMINAR

A Proven Breakthrough Sales Training Program

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

Graphs compiled for

IDEAL PROTEIN

Pre, Post and 90 Day Later Form Analysis

Seminar Date: December 6, 2015

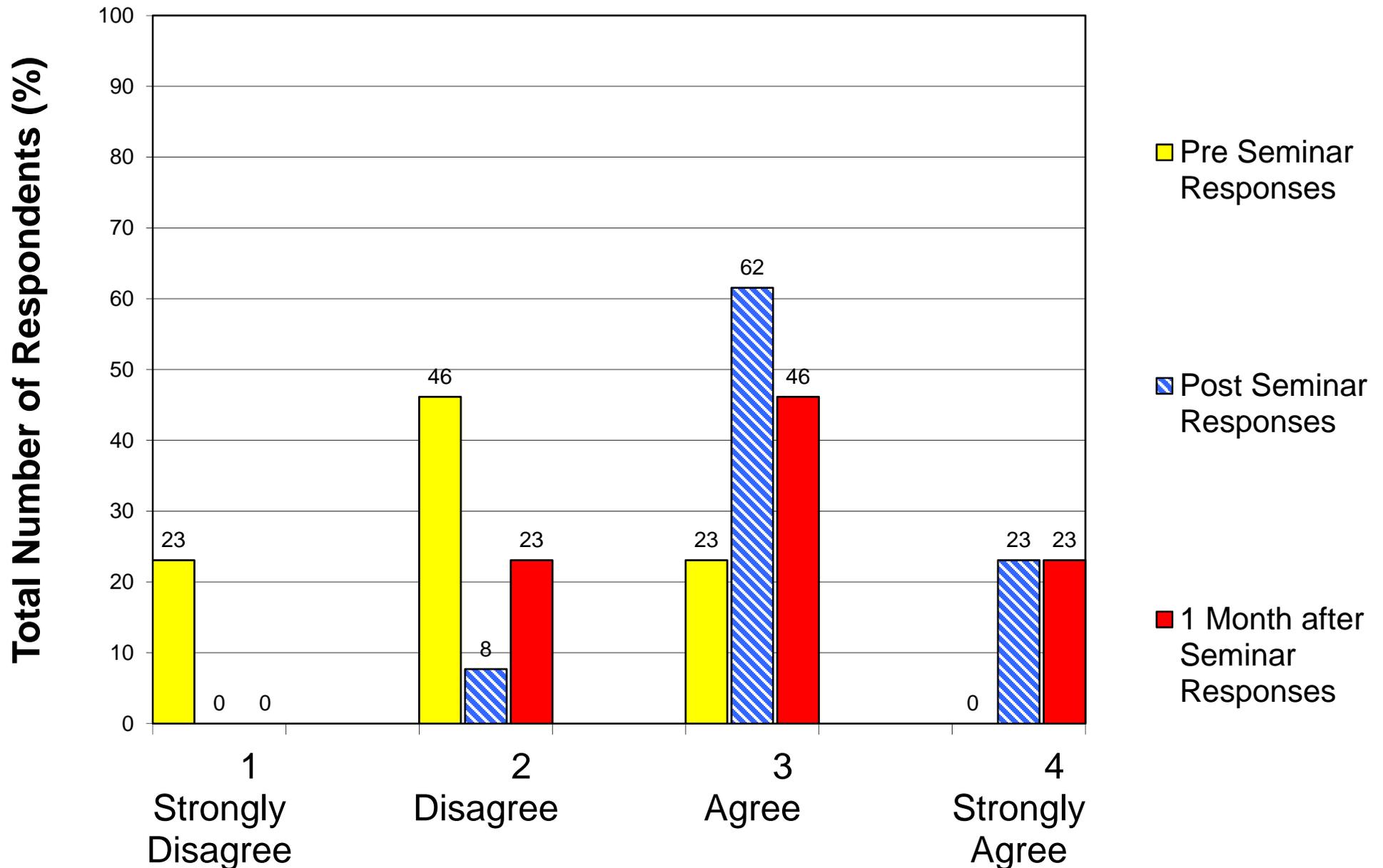
13 Participants

Instructor: Jerry Teplitz

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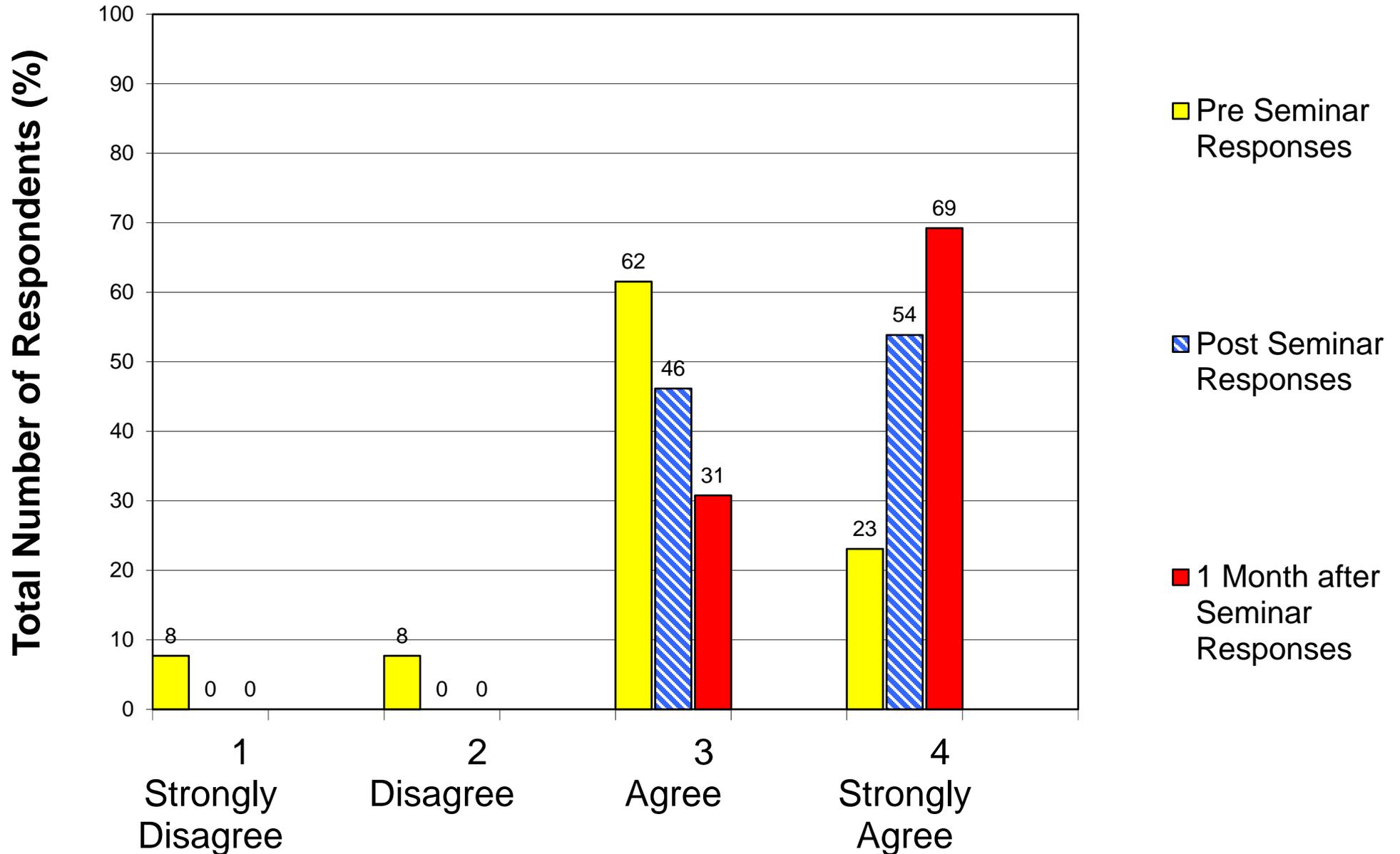
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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE I Handle Rejection Well



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

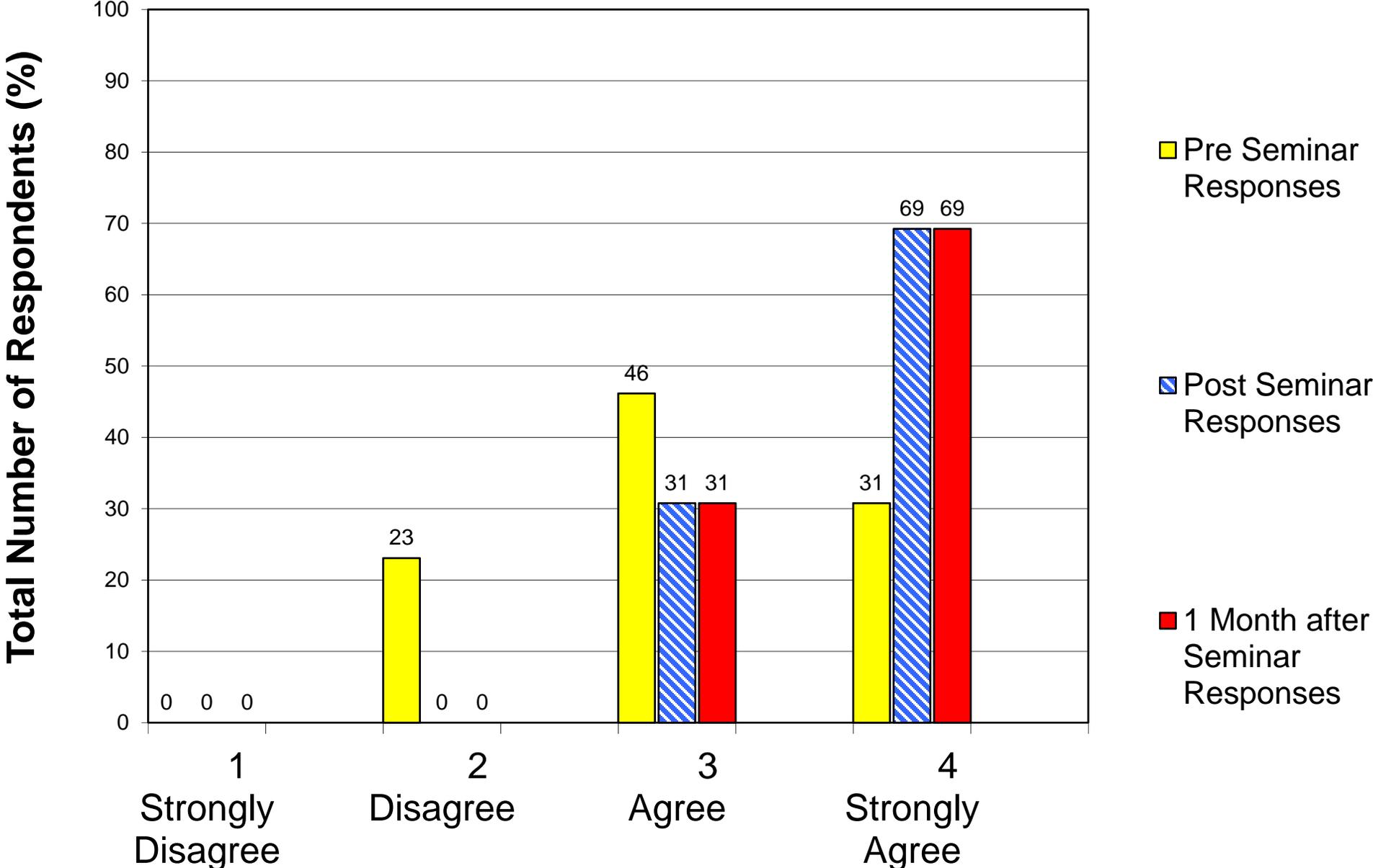
COMPARISON: PRE, POST and ONE MONTH AFTER COURSE I Research Potential Clients Prior To Contacting Them



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

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

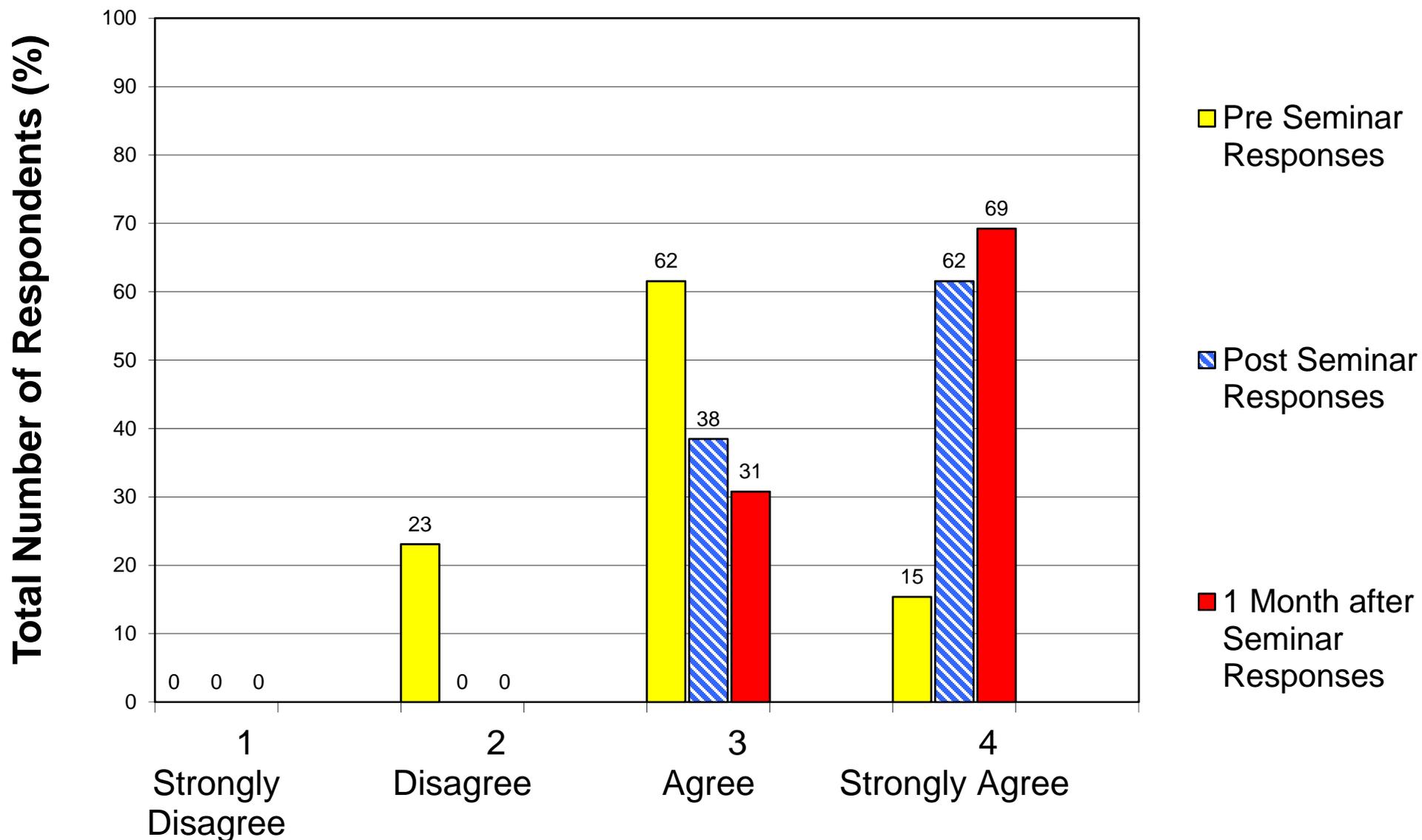
I Enjoy Selling



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

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

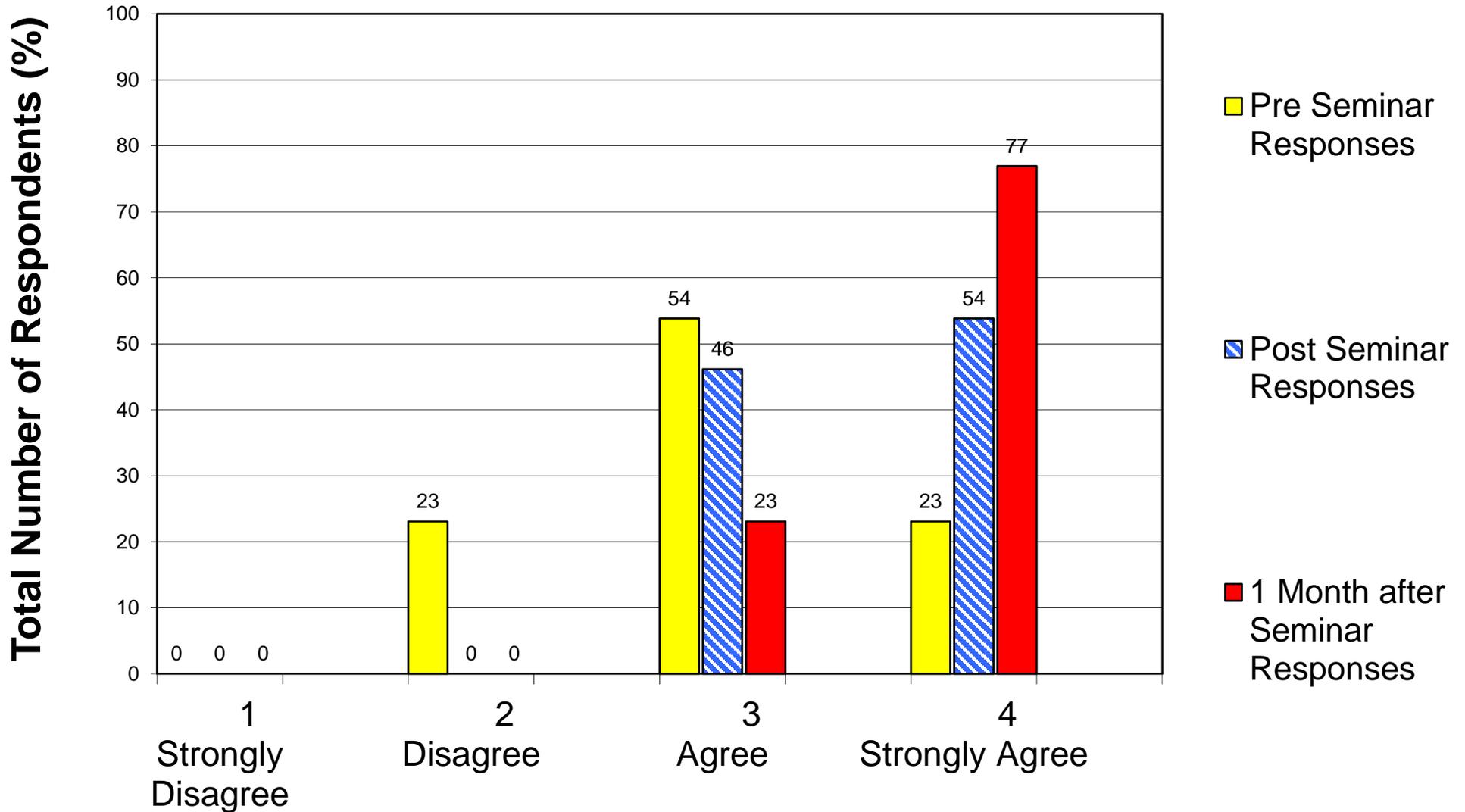
I Am Effective As A Salesperson



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

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

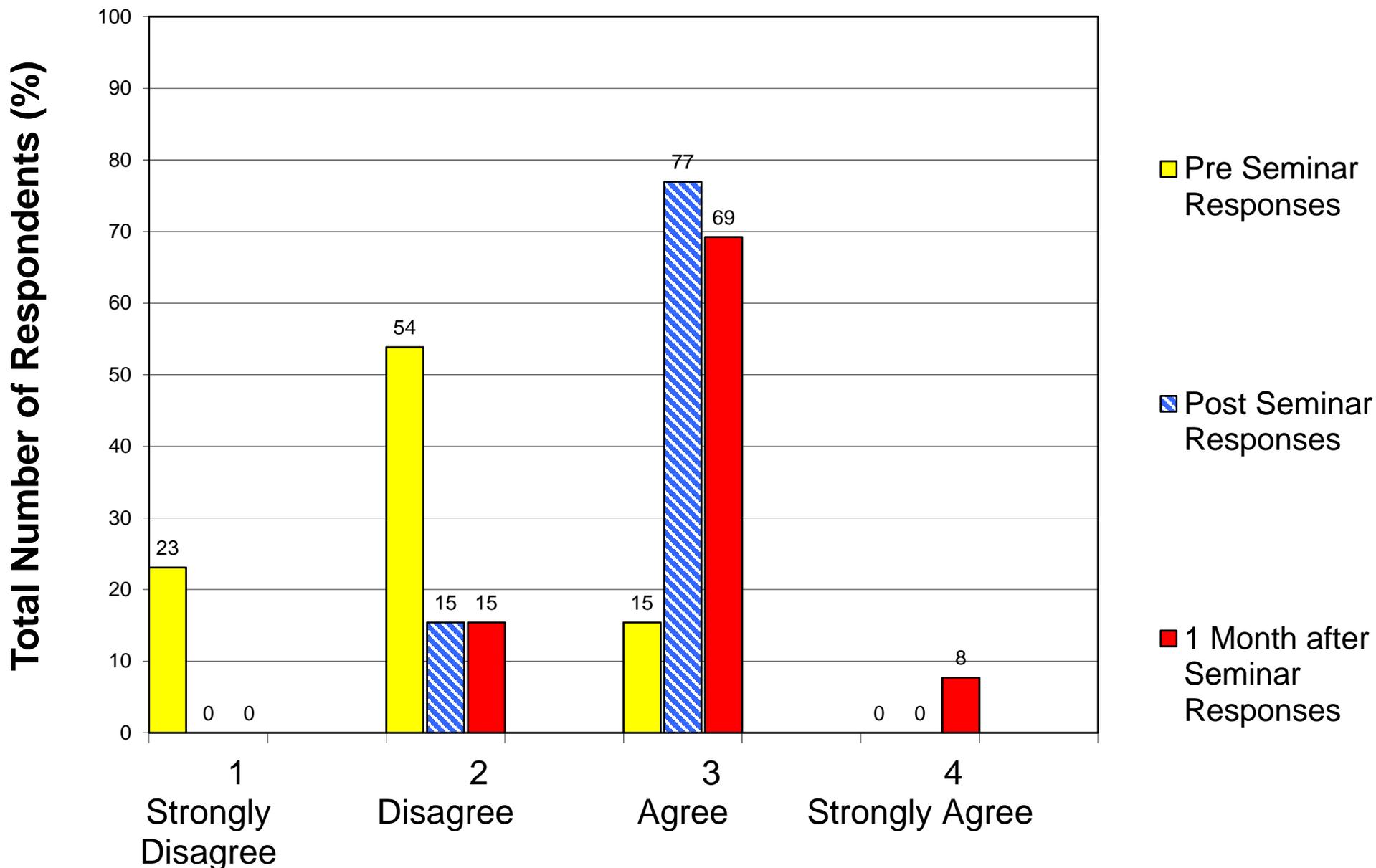
I View Myself As A Successful Salesperson



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

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

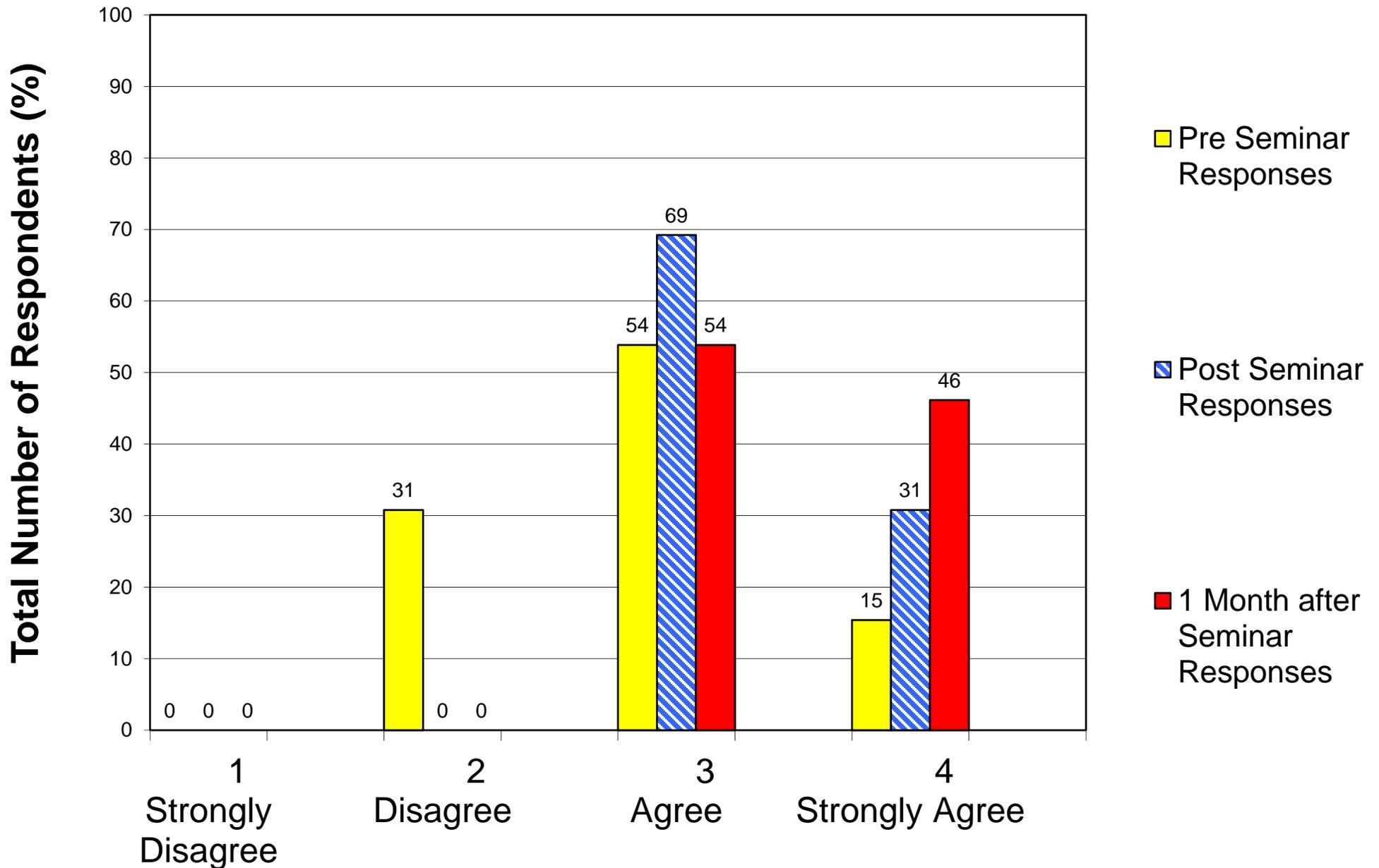
It Is Easy For Me To Make Cold Calls Using The Telephone



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

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

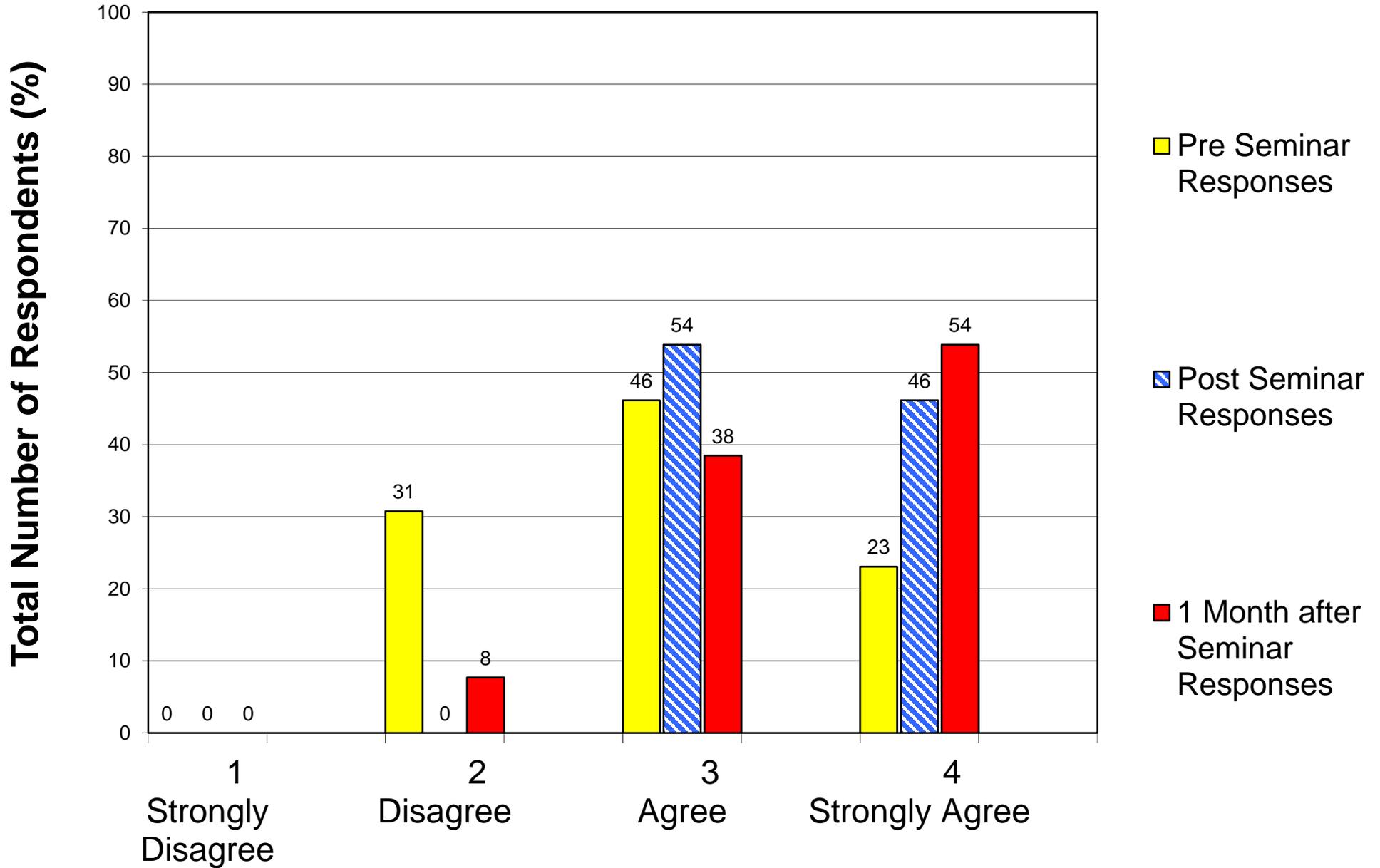
It Is Easy For Me To Make Cold Calls In Person



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

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

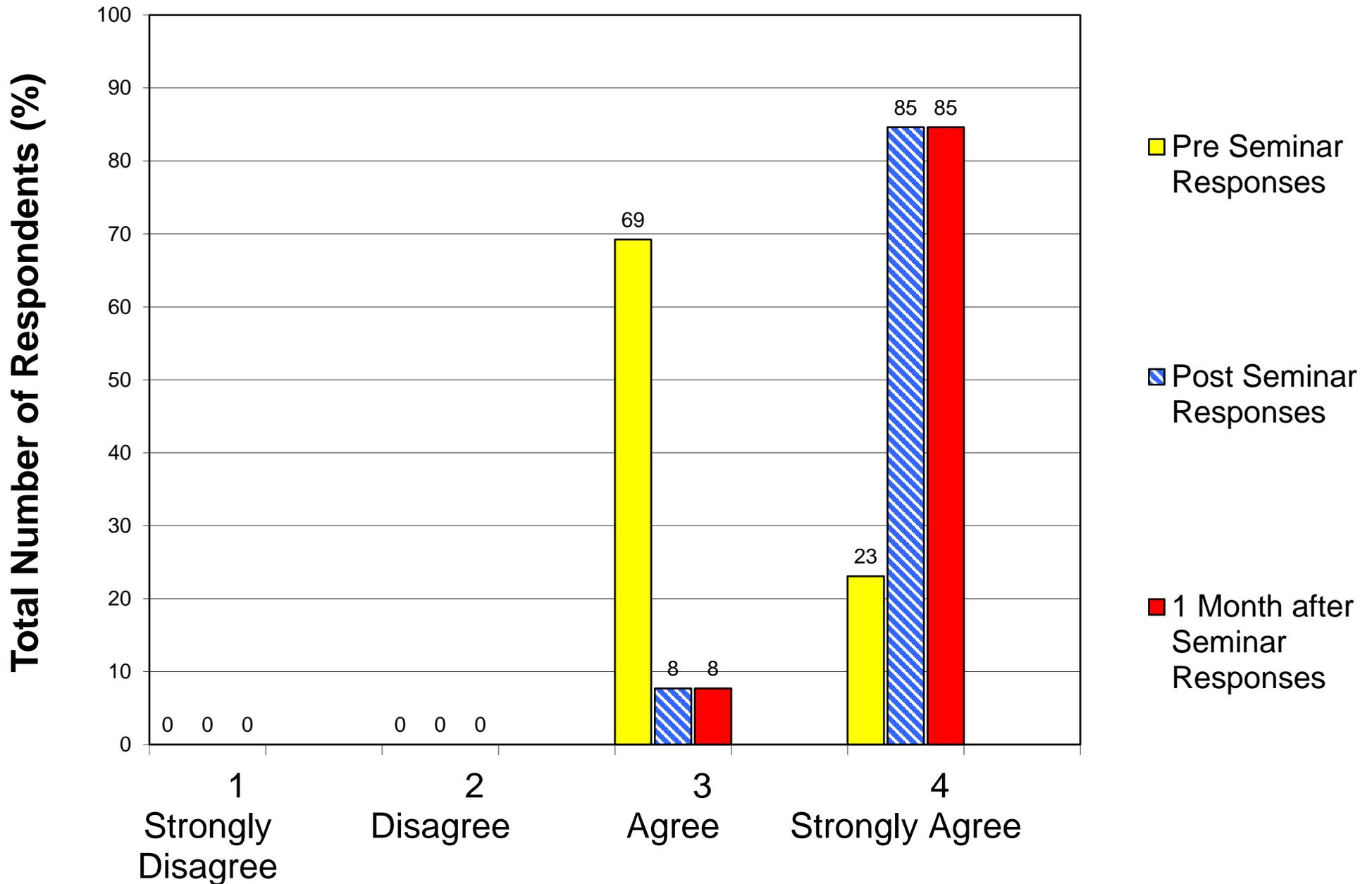
I Am Comfortable Talking On The Phone



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

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

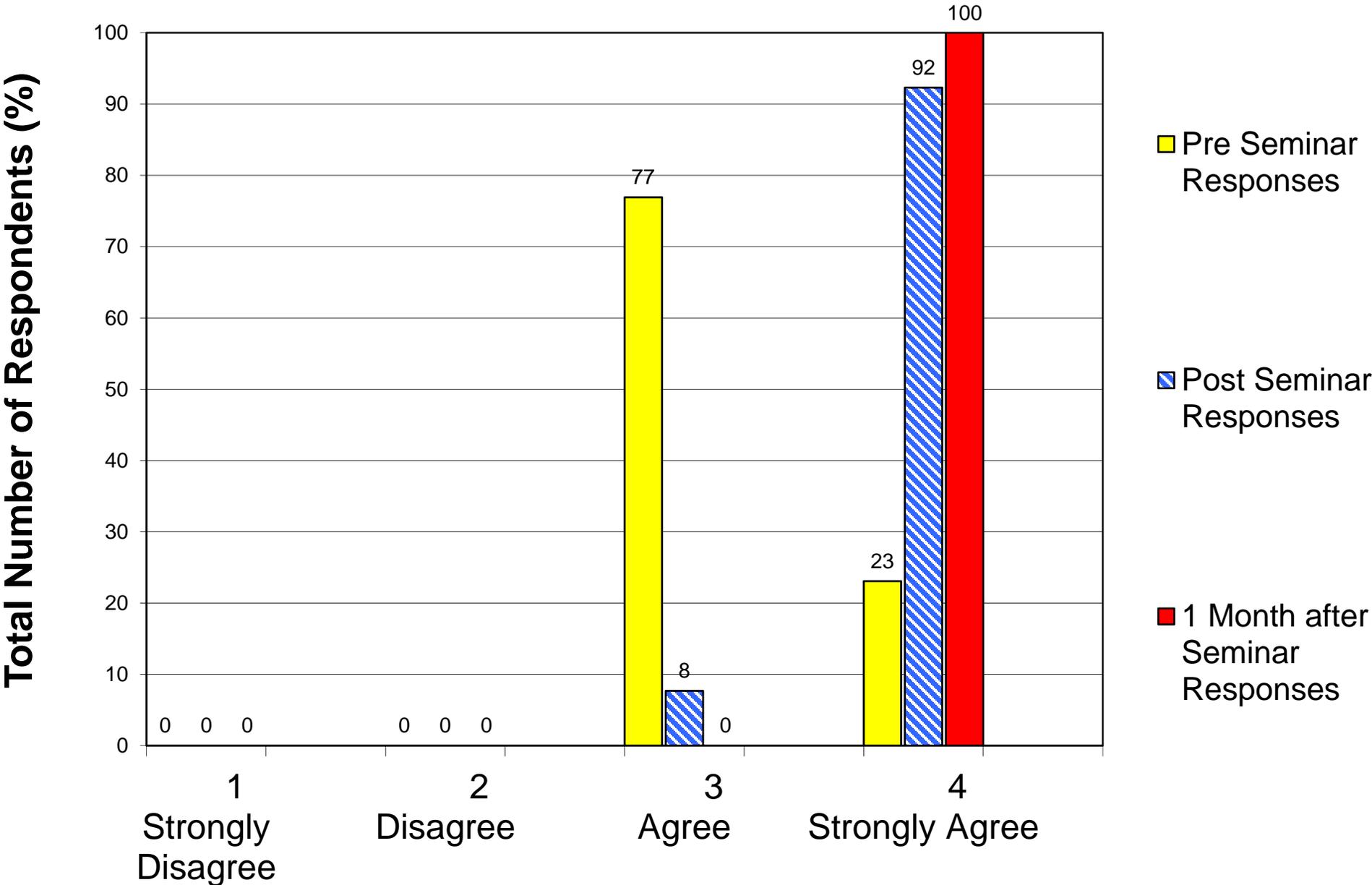
I Am Comfortable With Face to Face Visits



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

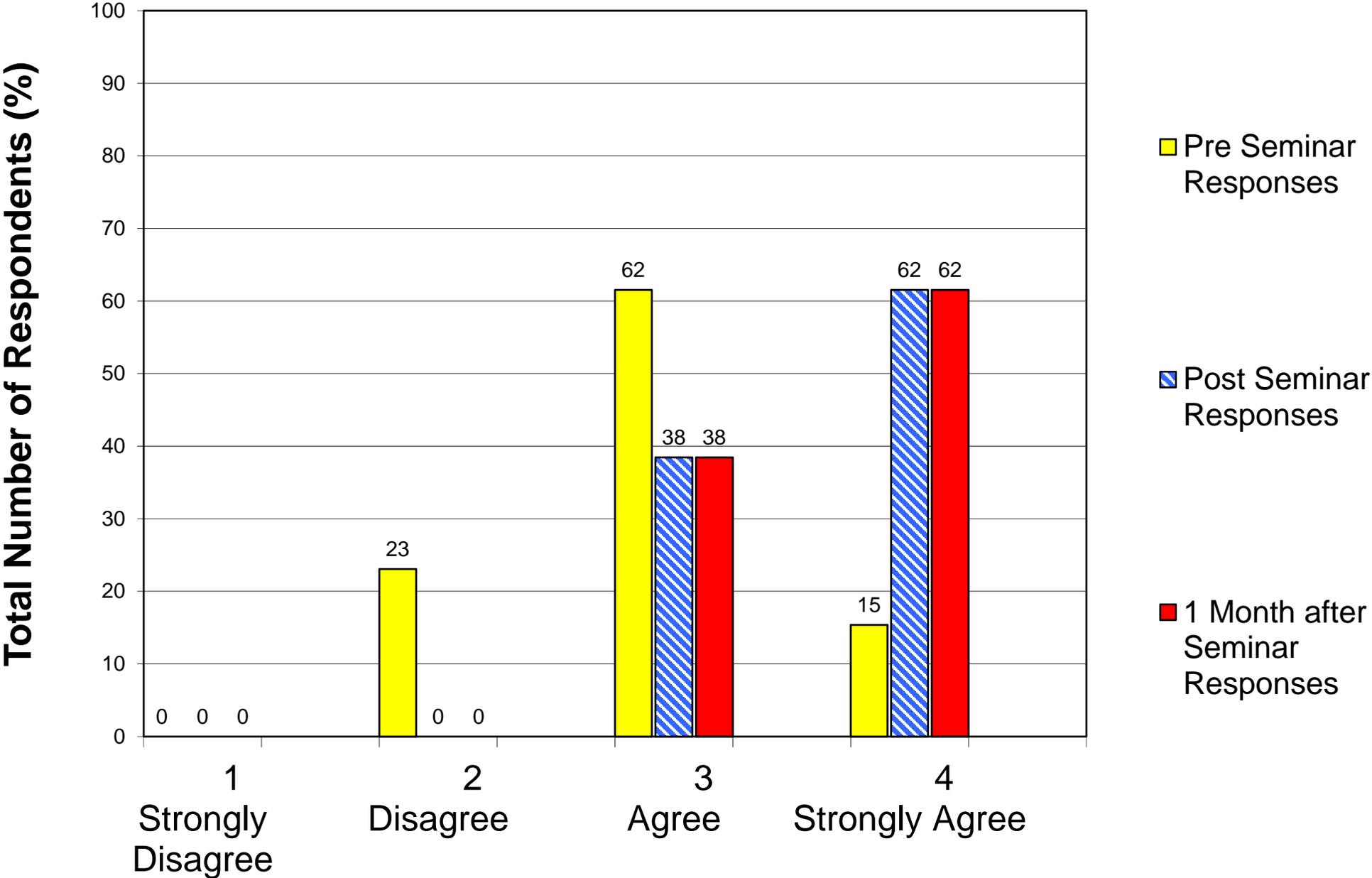
I Develop A Rapport Quickly With A Client



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

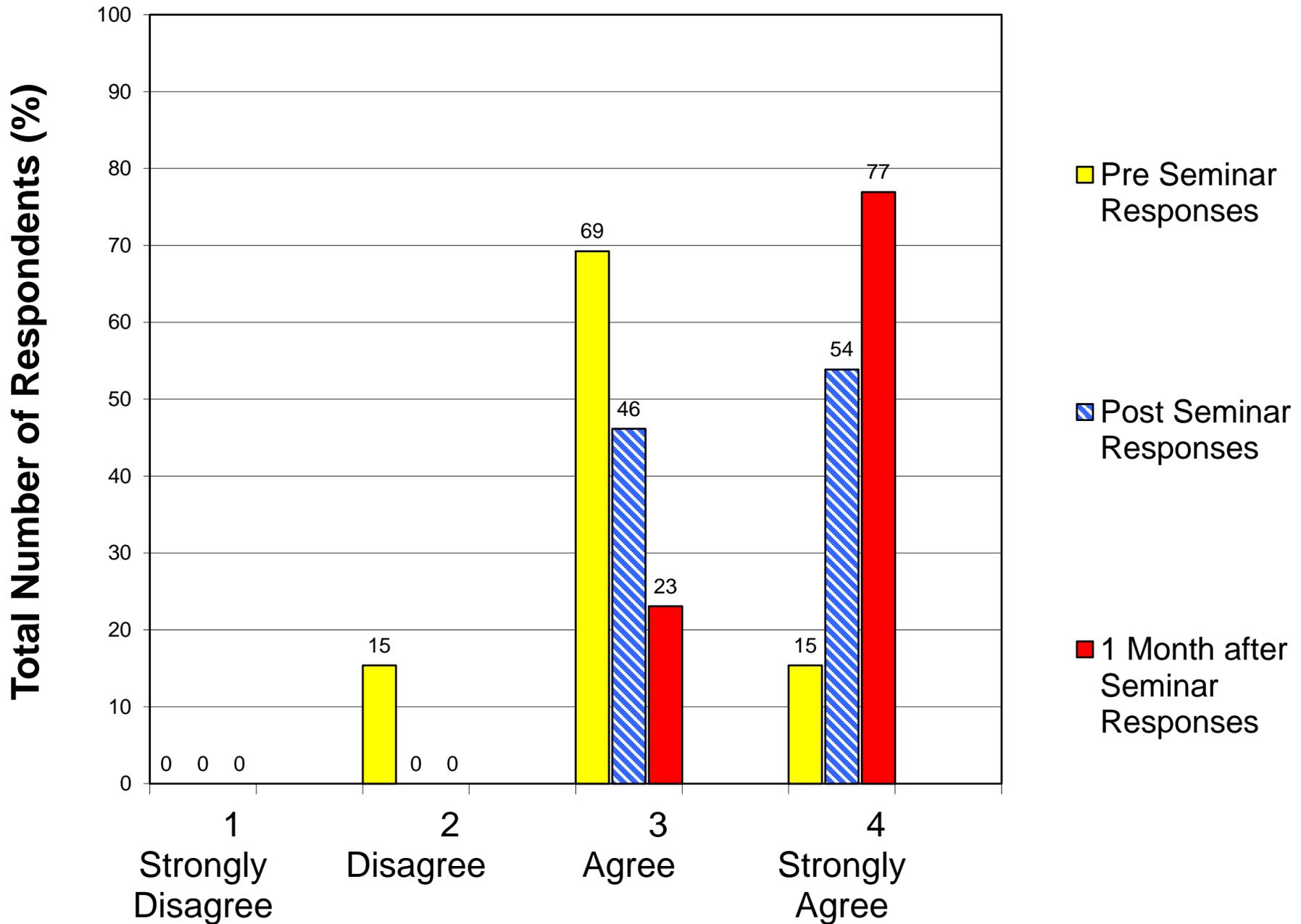
I Effectively Begin The Presentation



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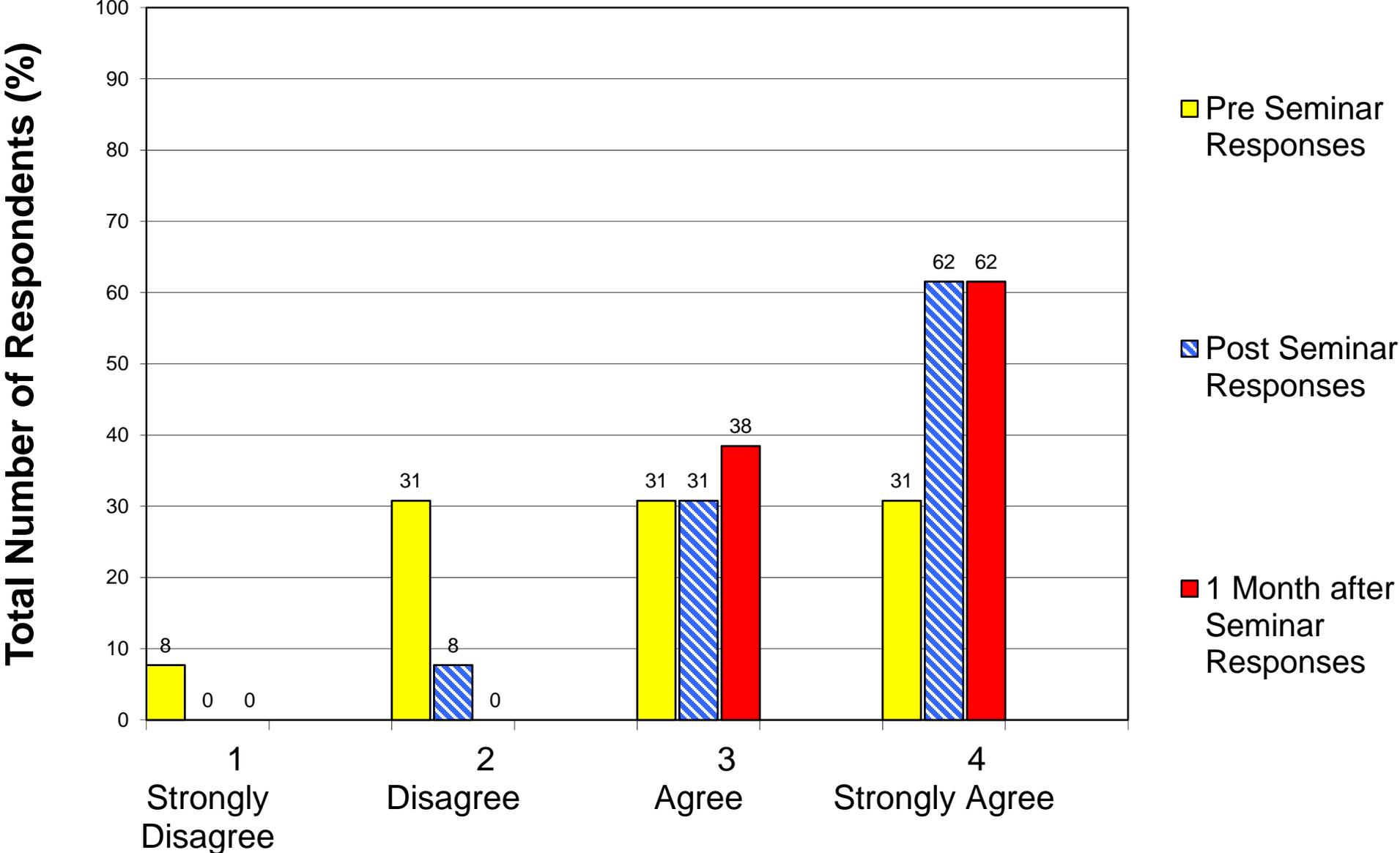
COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

I Effectively Answer Objections And Questions



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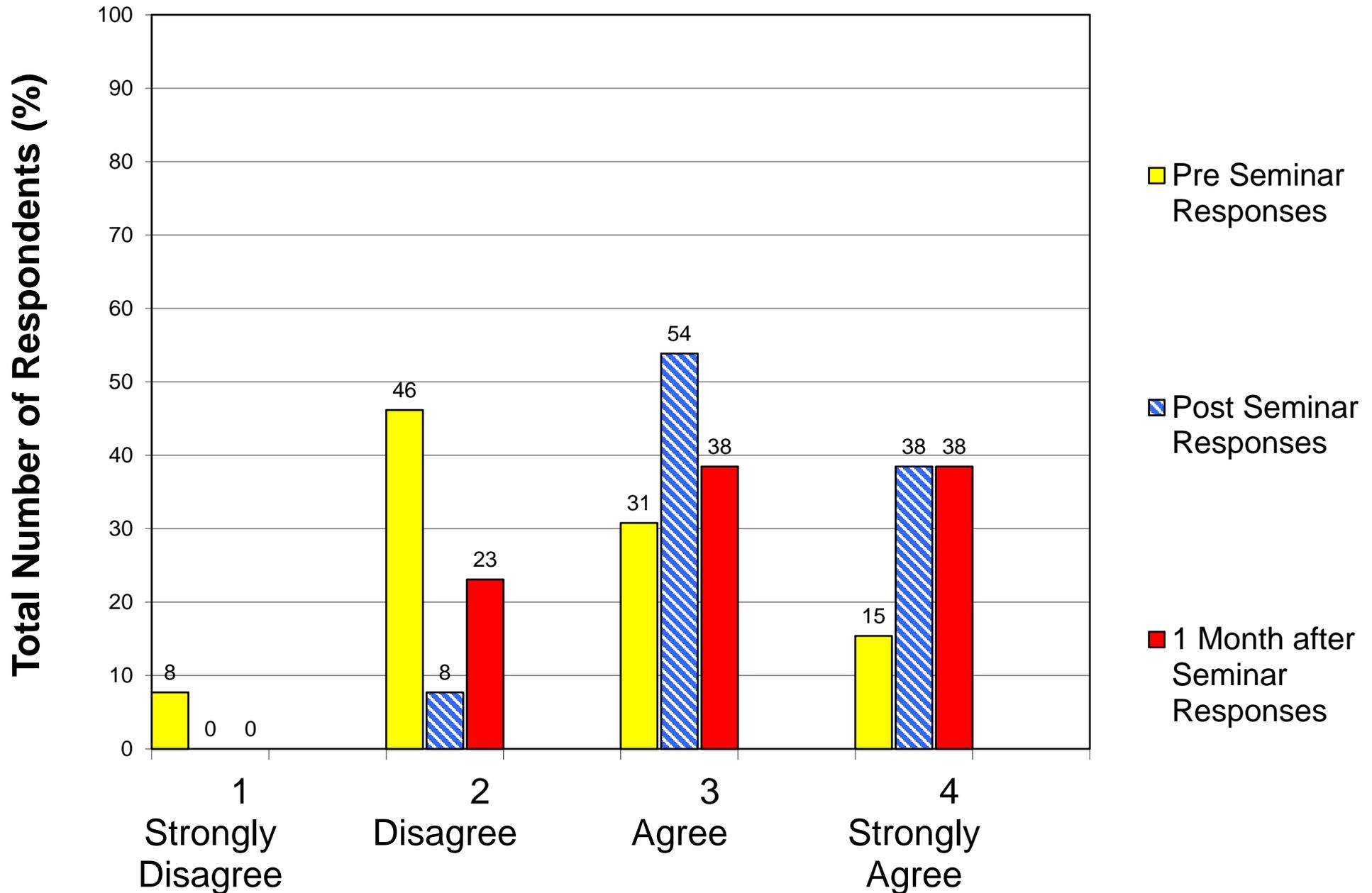
COMPARISON: PRE, POST and ONE MONTH AFTER COURSE
**I Am Comfortable Asking For The Order
 And Closing The Sale**



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

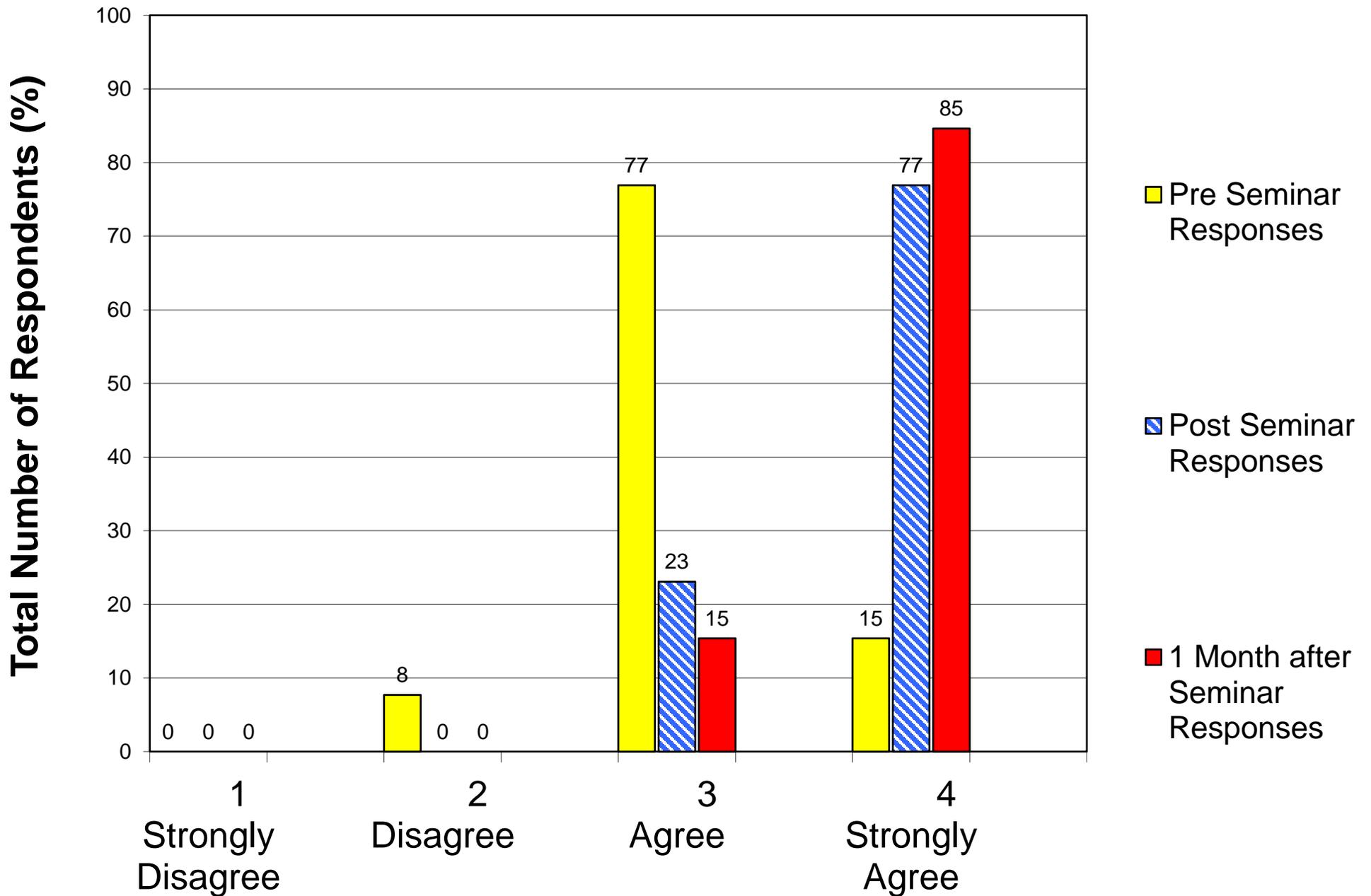
It Is Easy For Me To Write Proposals



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

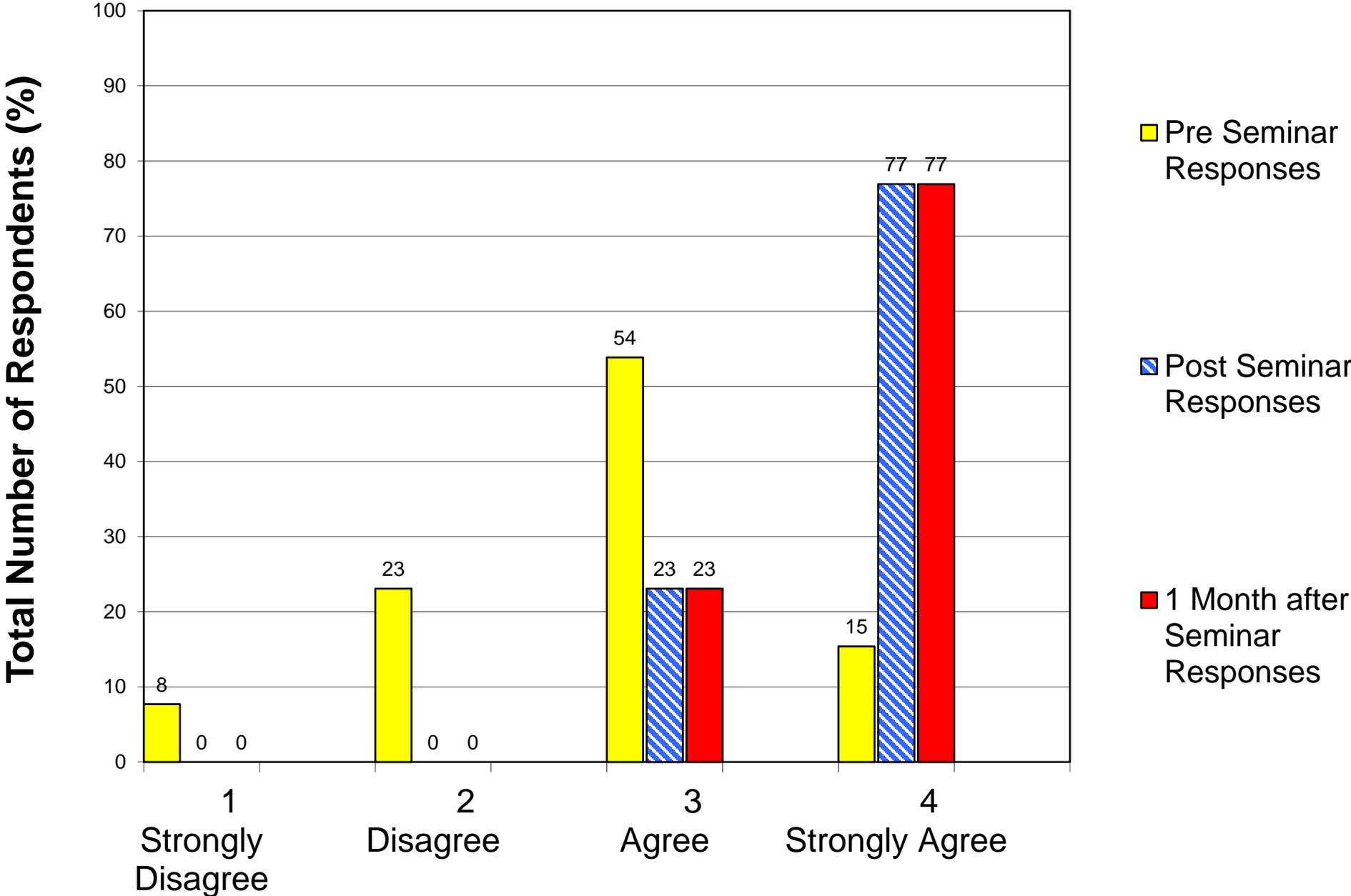
I Provide Effective Customer Service



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

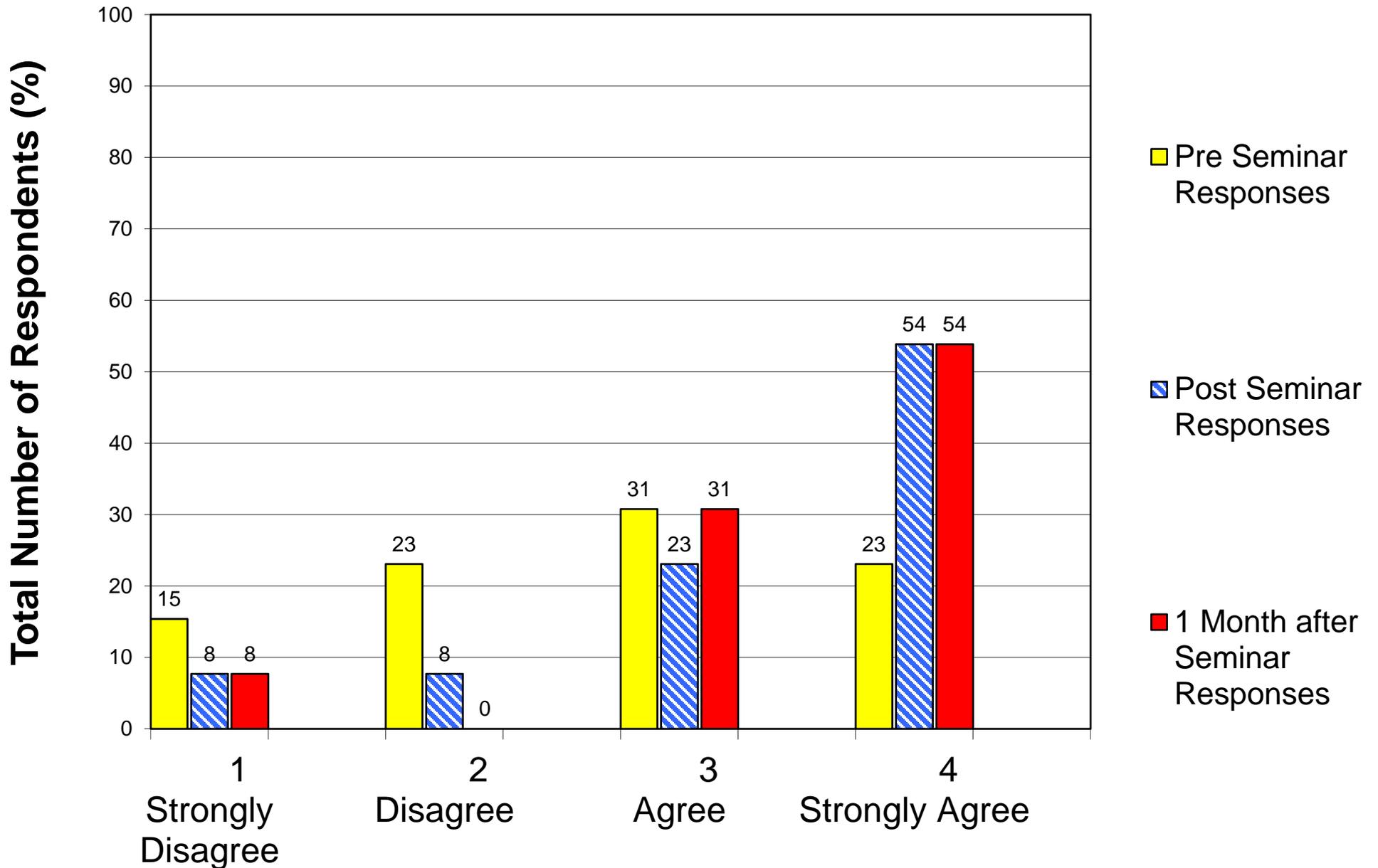
It Is Easy For Me To Ask Clients For Referrals



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

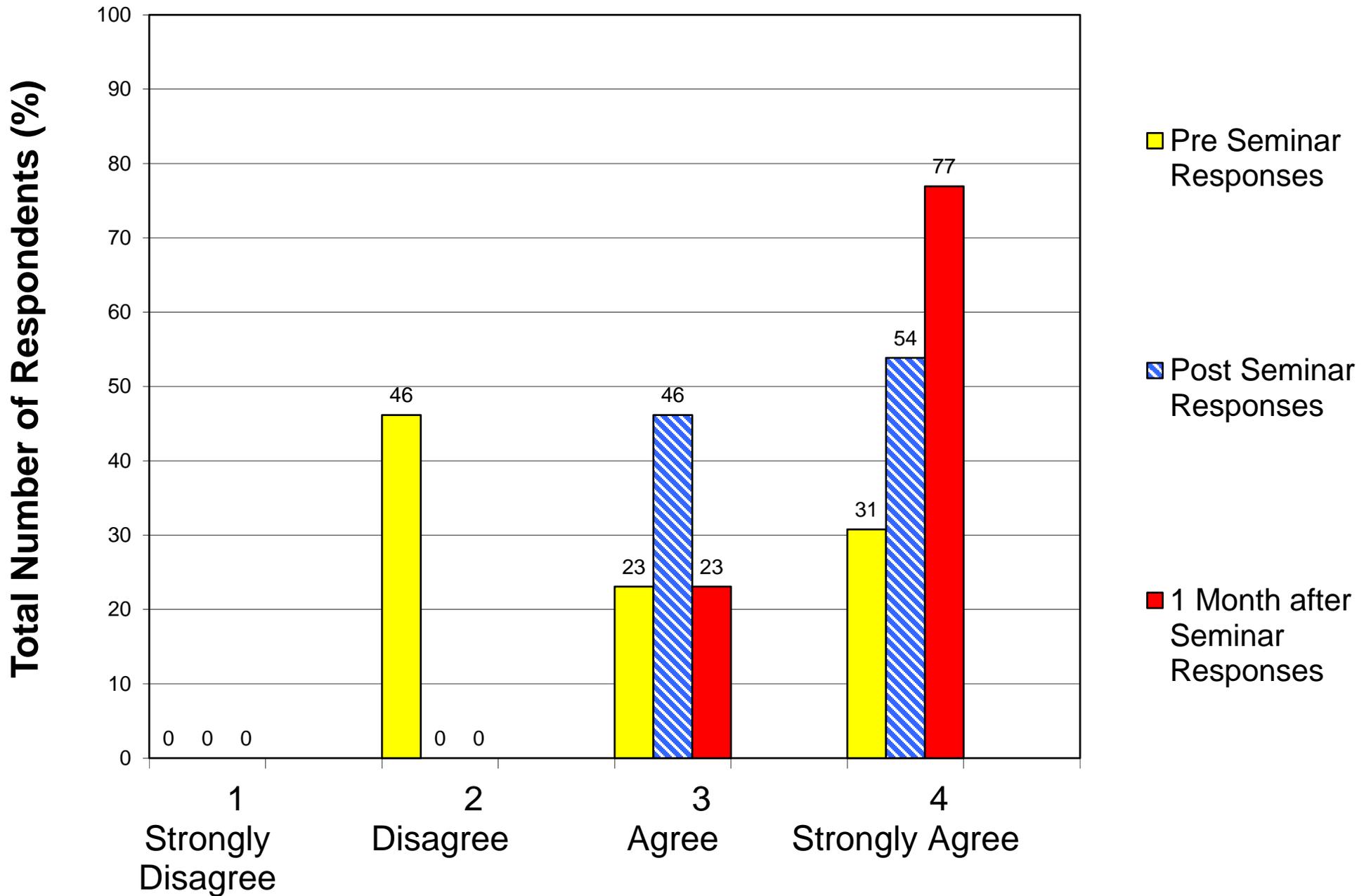
I Offer My Clients Other Opportunities



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

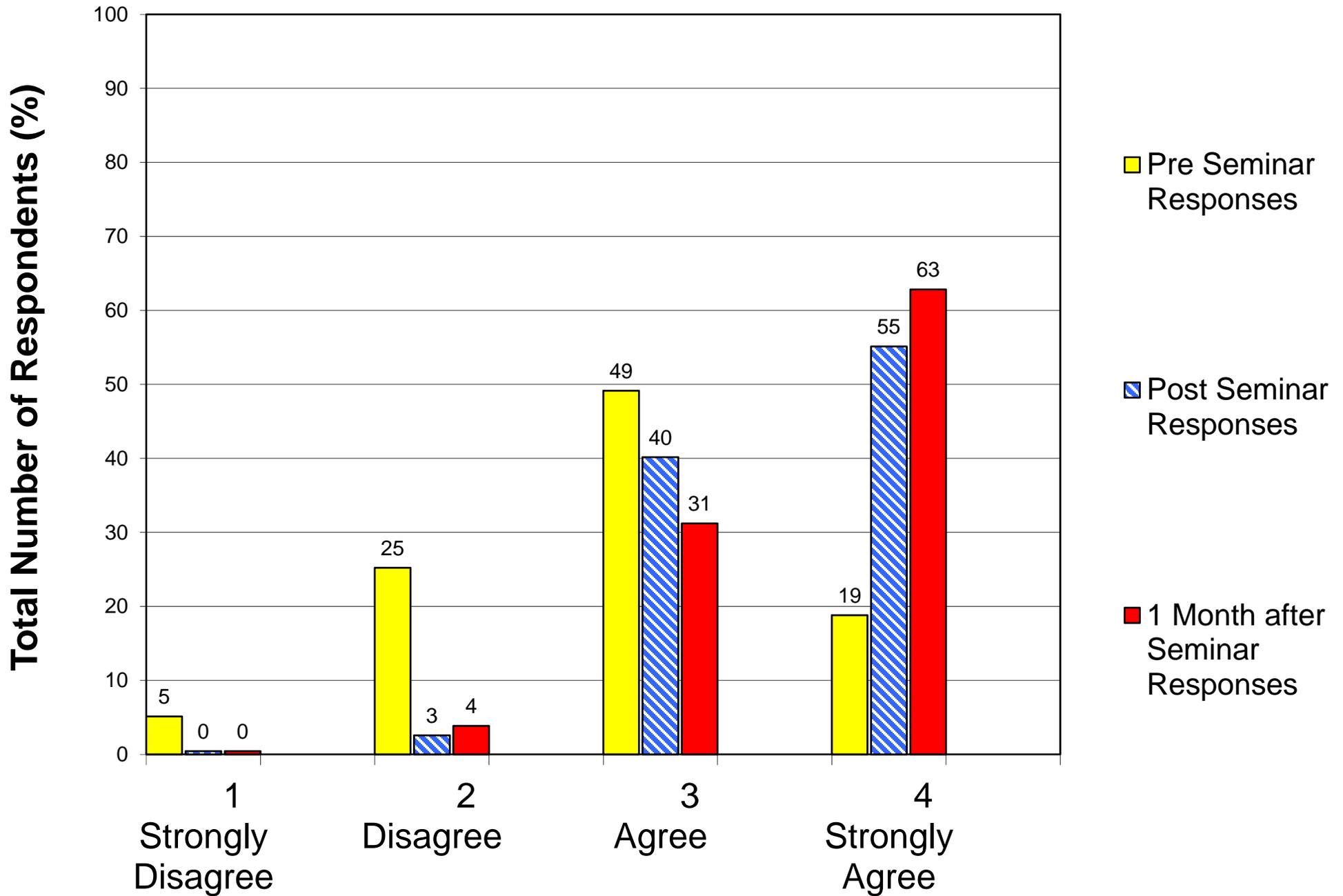
I View Myself As Prosperous



*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