

SWITCHED-ON SELLING SEMINAR

A Proven Breakthrough Sales Training Program

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

Graphs compiled for

SECURITY BANK

Pre, Post and 30 Day Later Form Analysis

Seminar Date: February 16, 2017

11 Participants

Instructor: Jerry Teplitz

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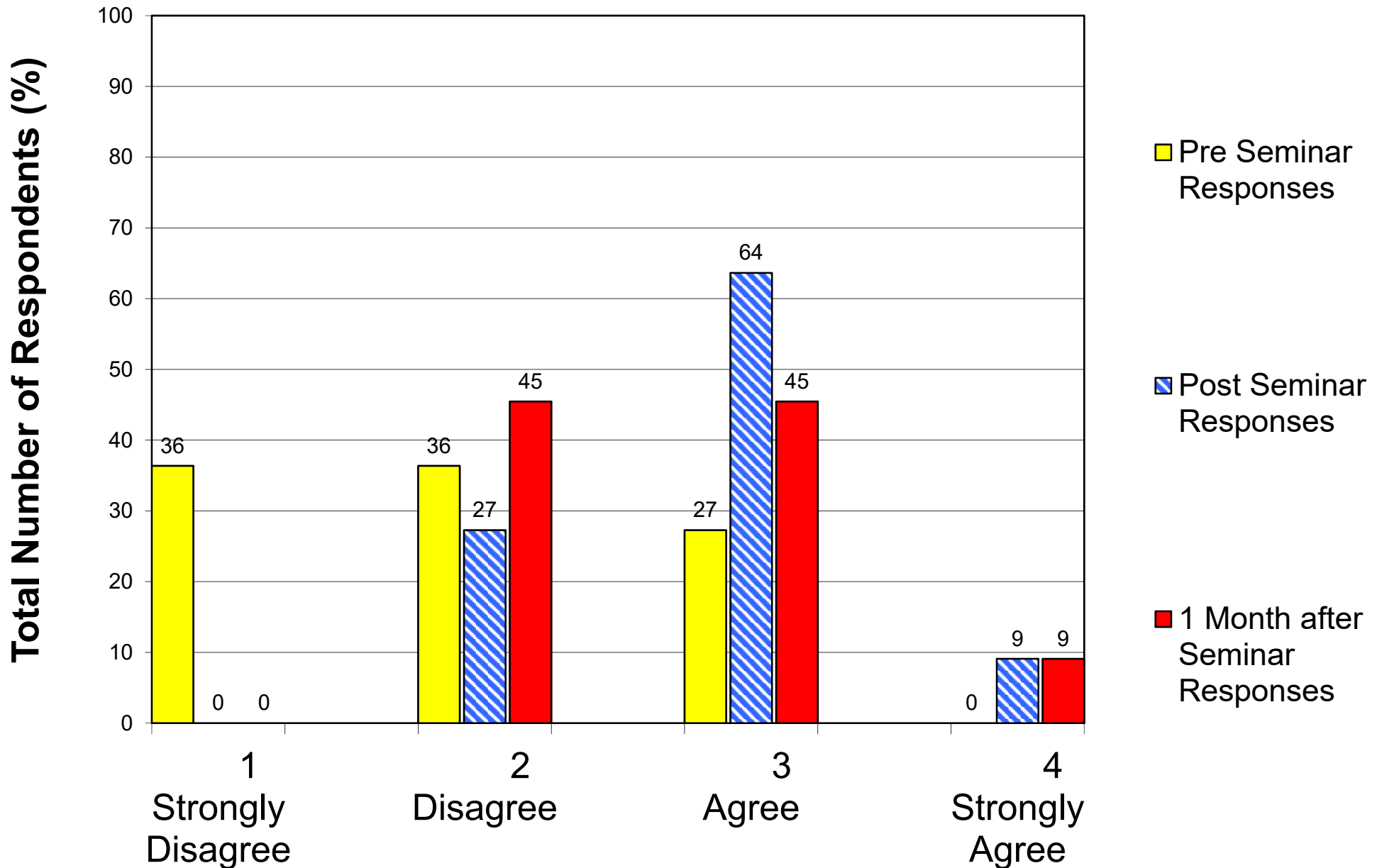
How To Read This Report

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.

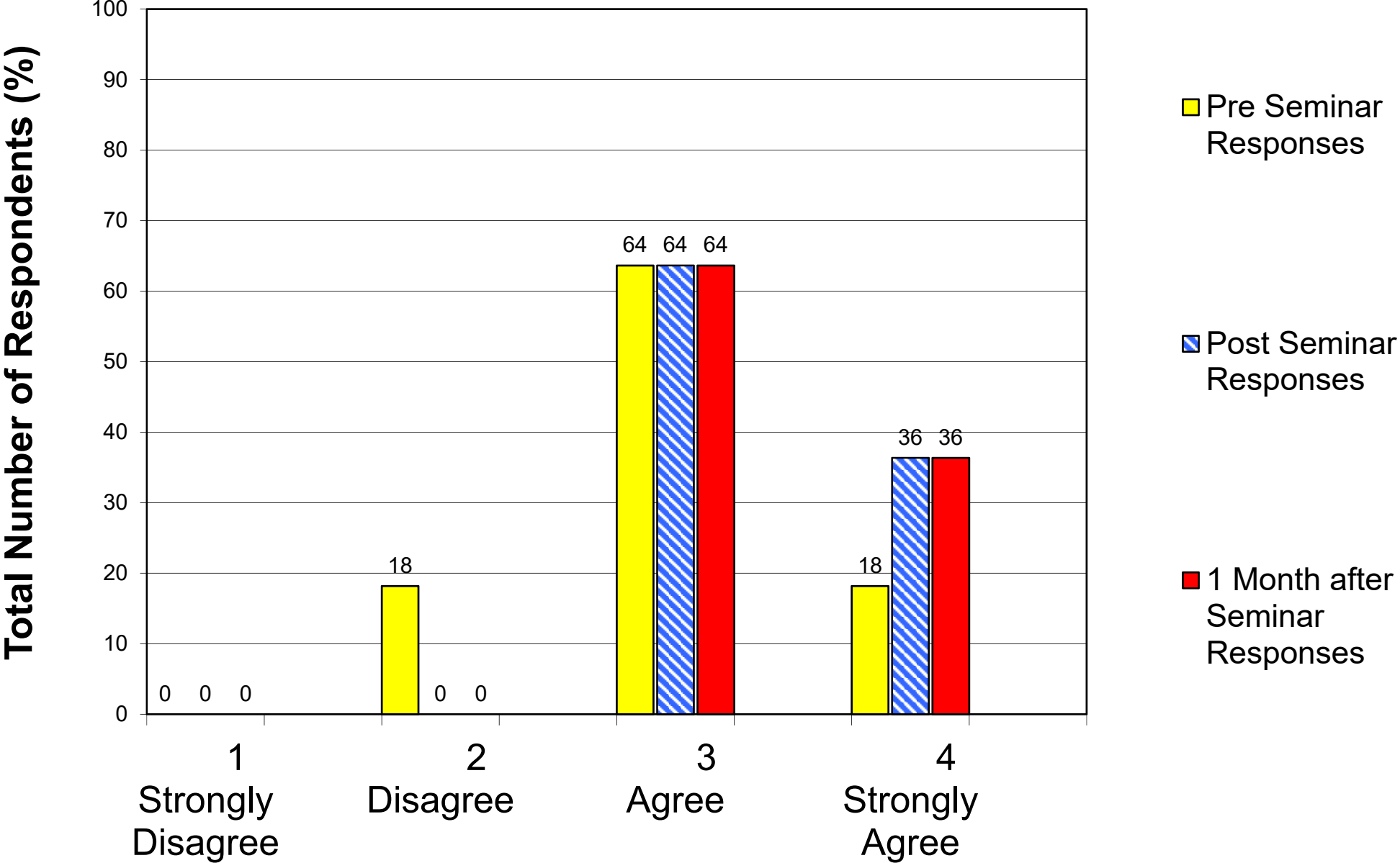
You'll observe the movement on the graphs of the participants moving from the negative side to the positive by the end of the day. If this report contains the One-Month Later responses, you'll see that the changes held for most of the participants.

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

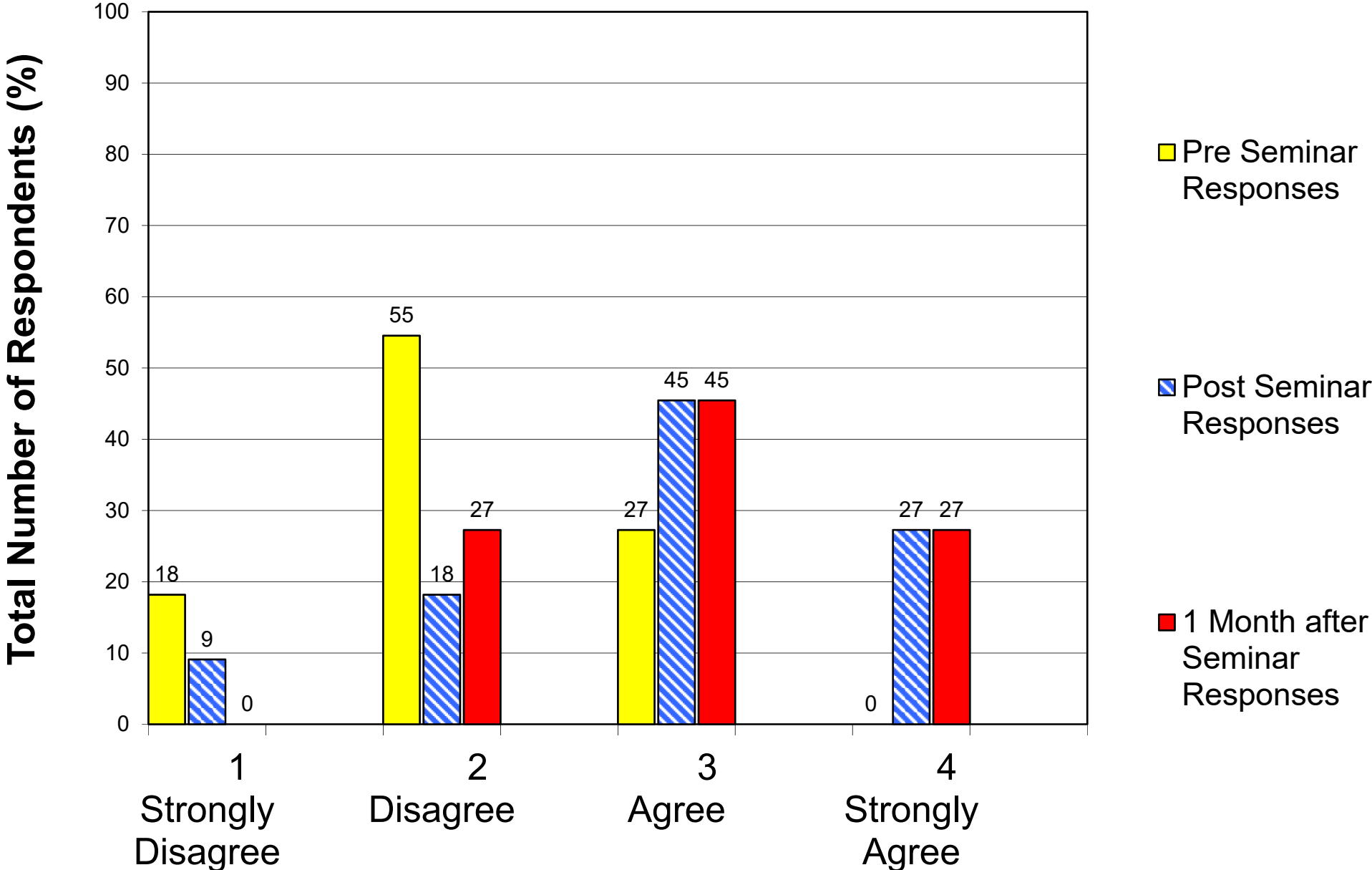
COMPARISON: PRE, POST and ONE MONTH AFTER COURSE I Research Potential Clients Prior To Contacting Them



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

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

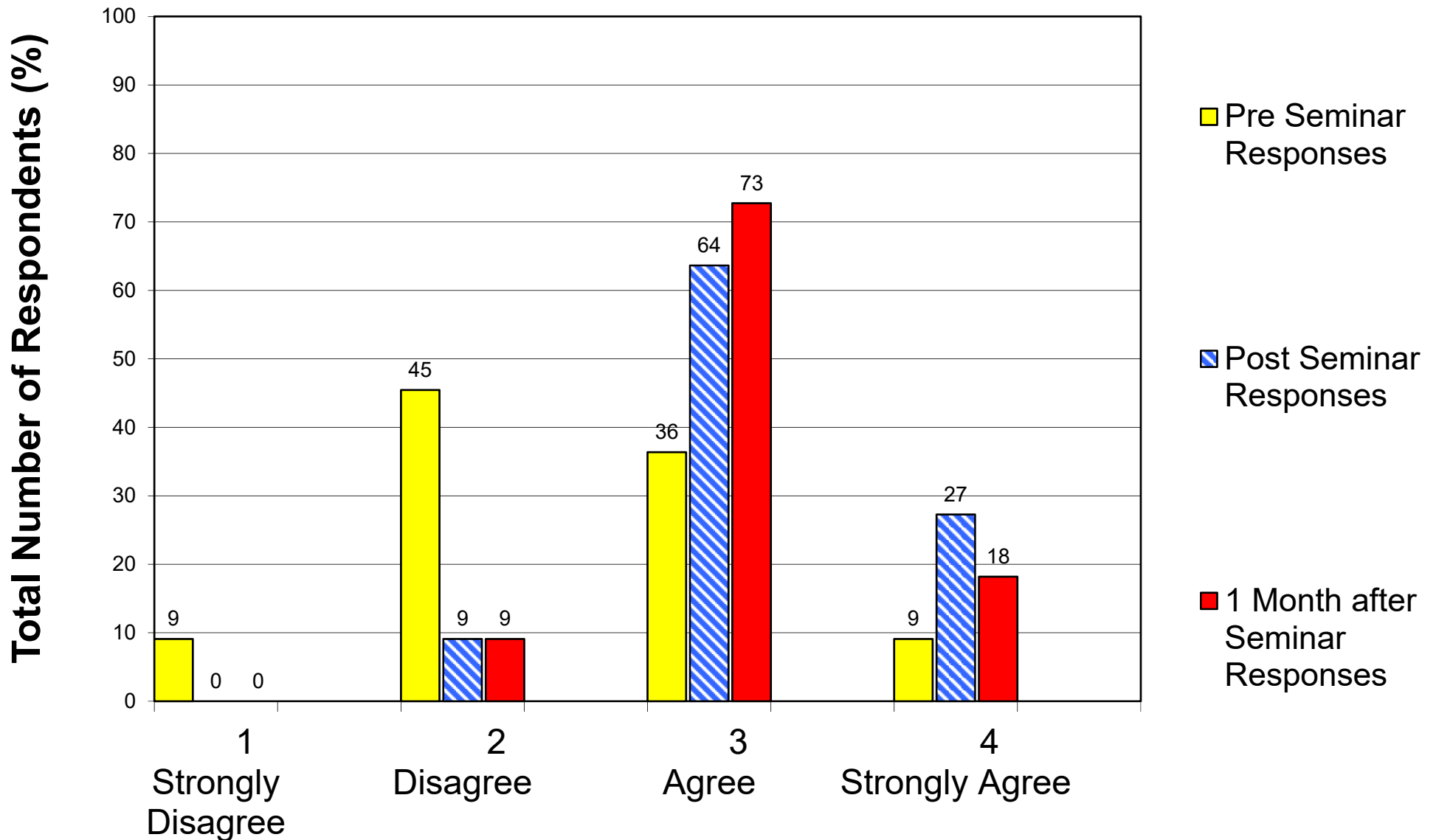
I Enjoy Selling



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

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

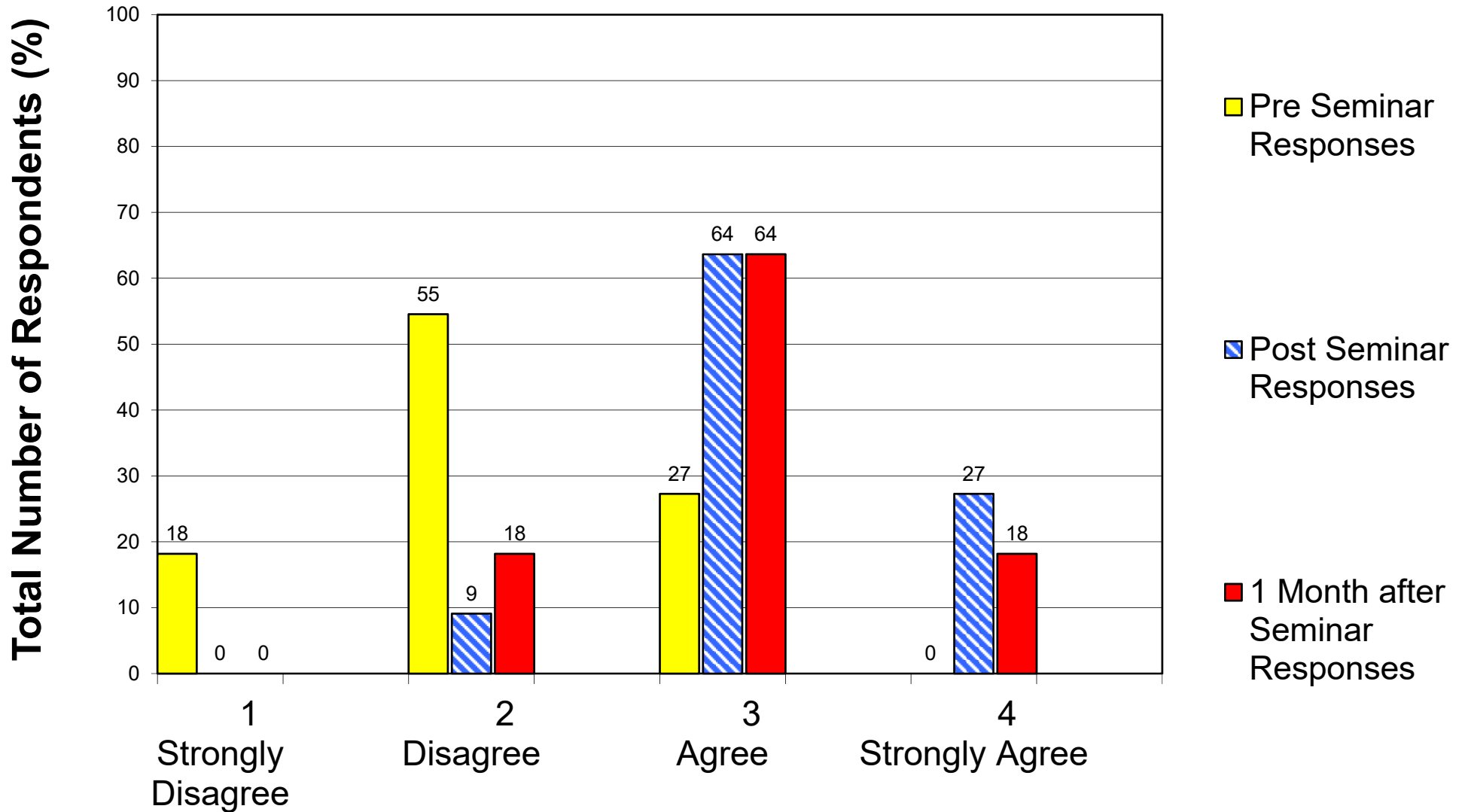
I Am Effective As A Salesperson



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

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

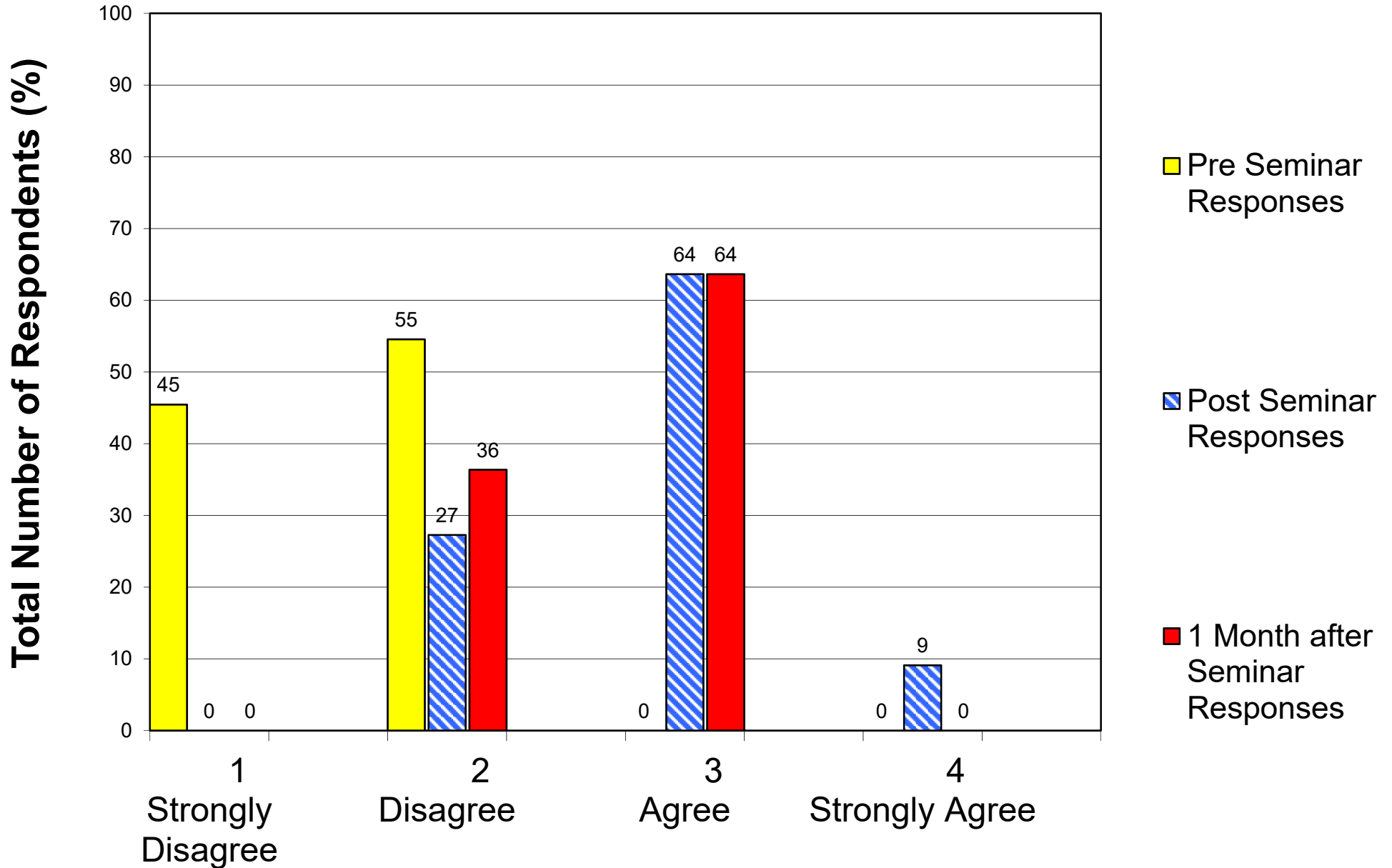
I View Myself As A Successful Salesperson



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

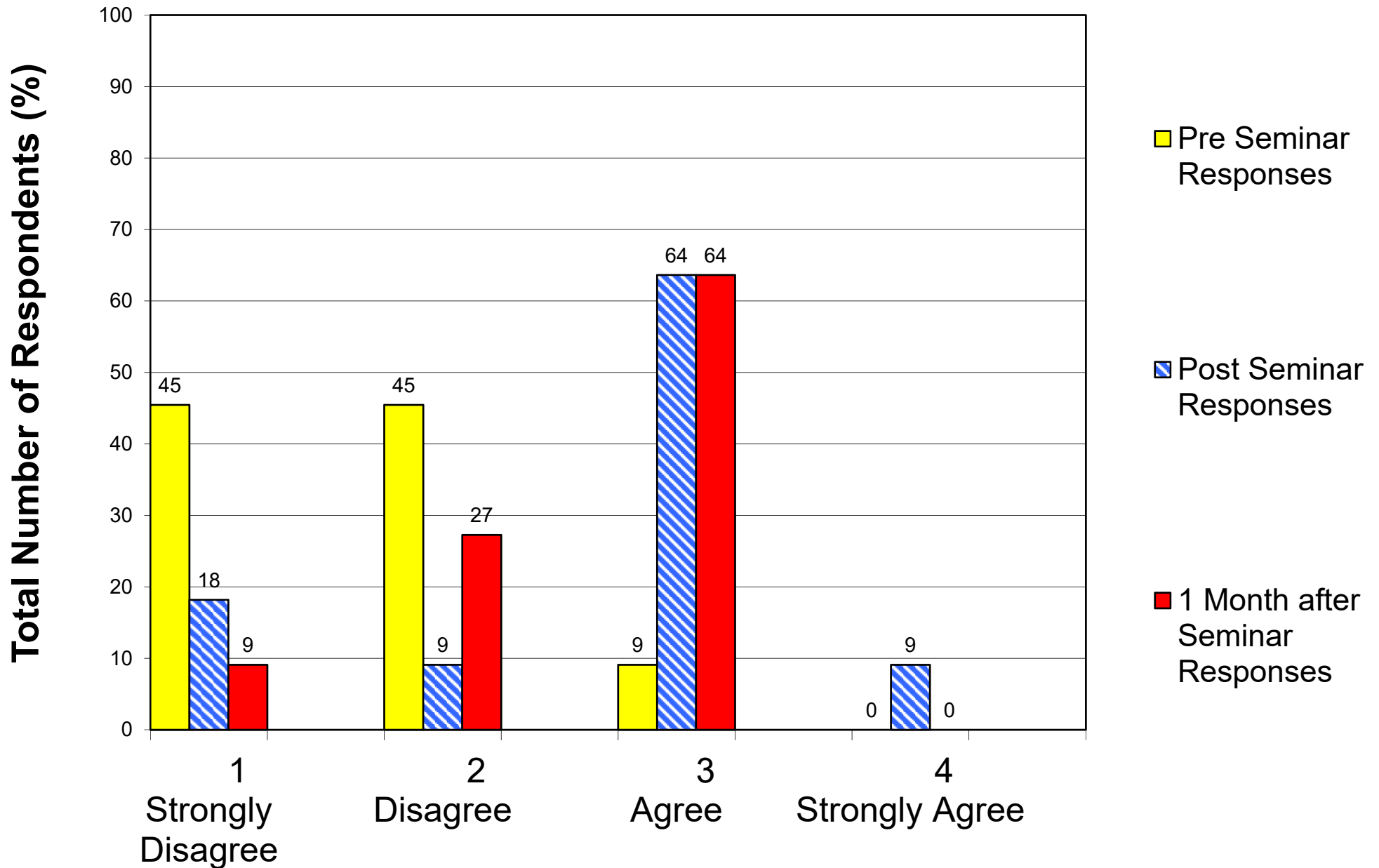
It Is Easy For Me To Make Cold Calls Using The Telephone



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

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

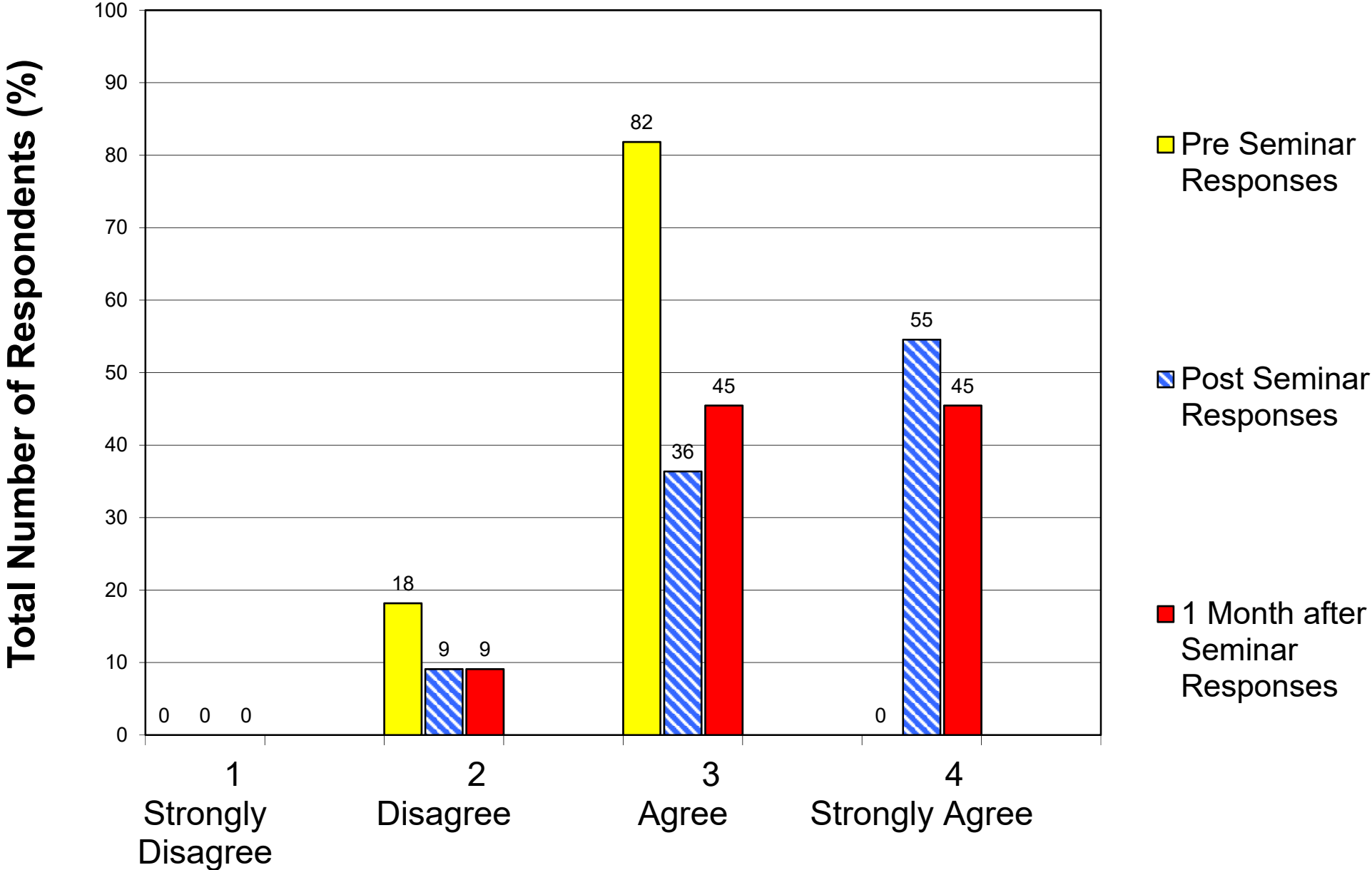
It Is Easy For Me To Make Cold Calls In Person



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

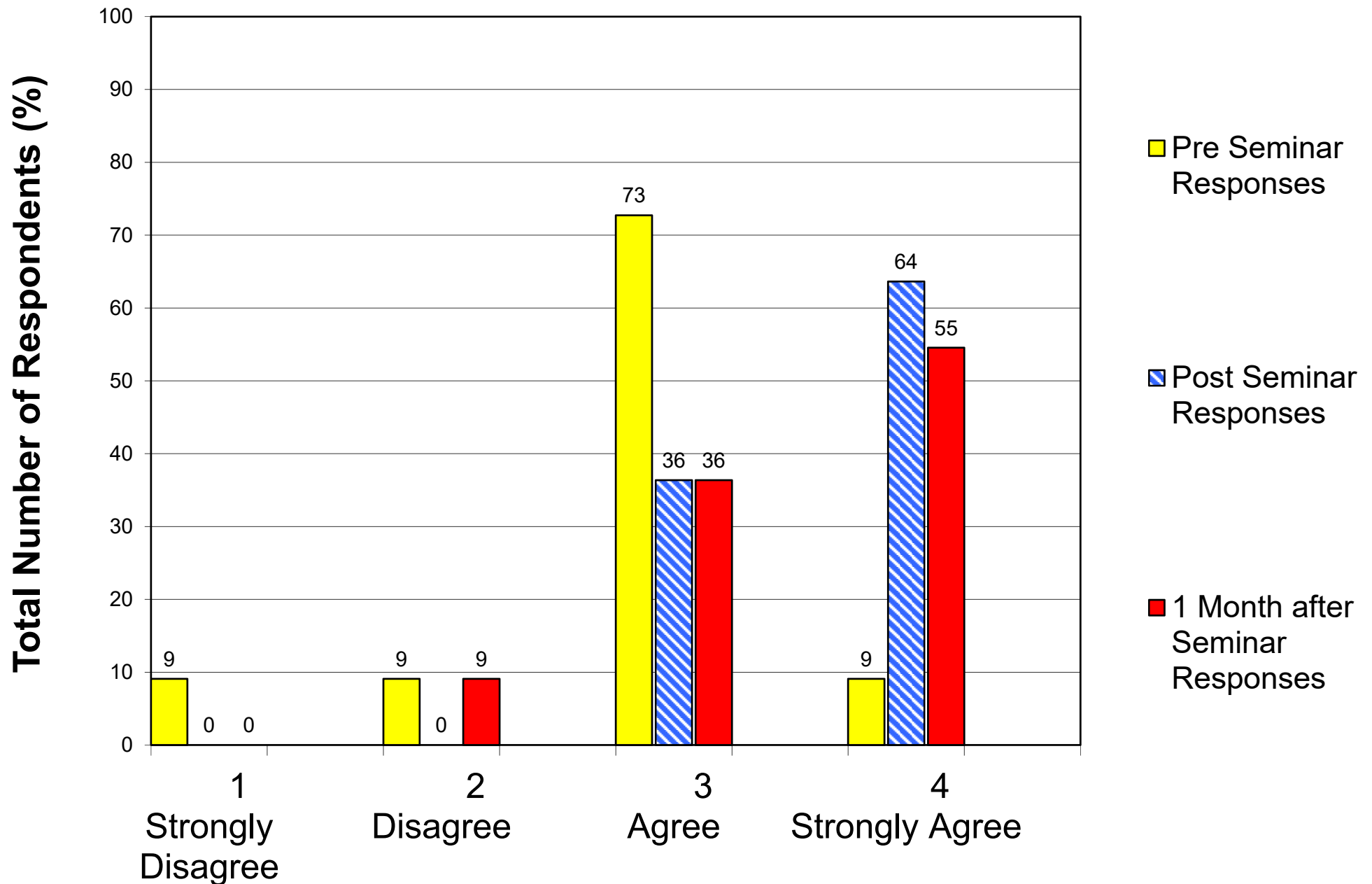
I Am Comfortable Talking On The Phone



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

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

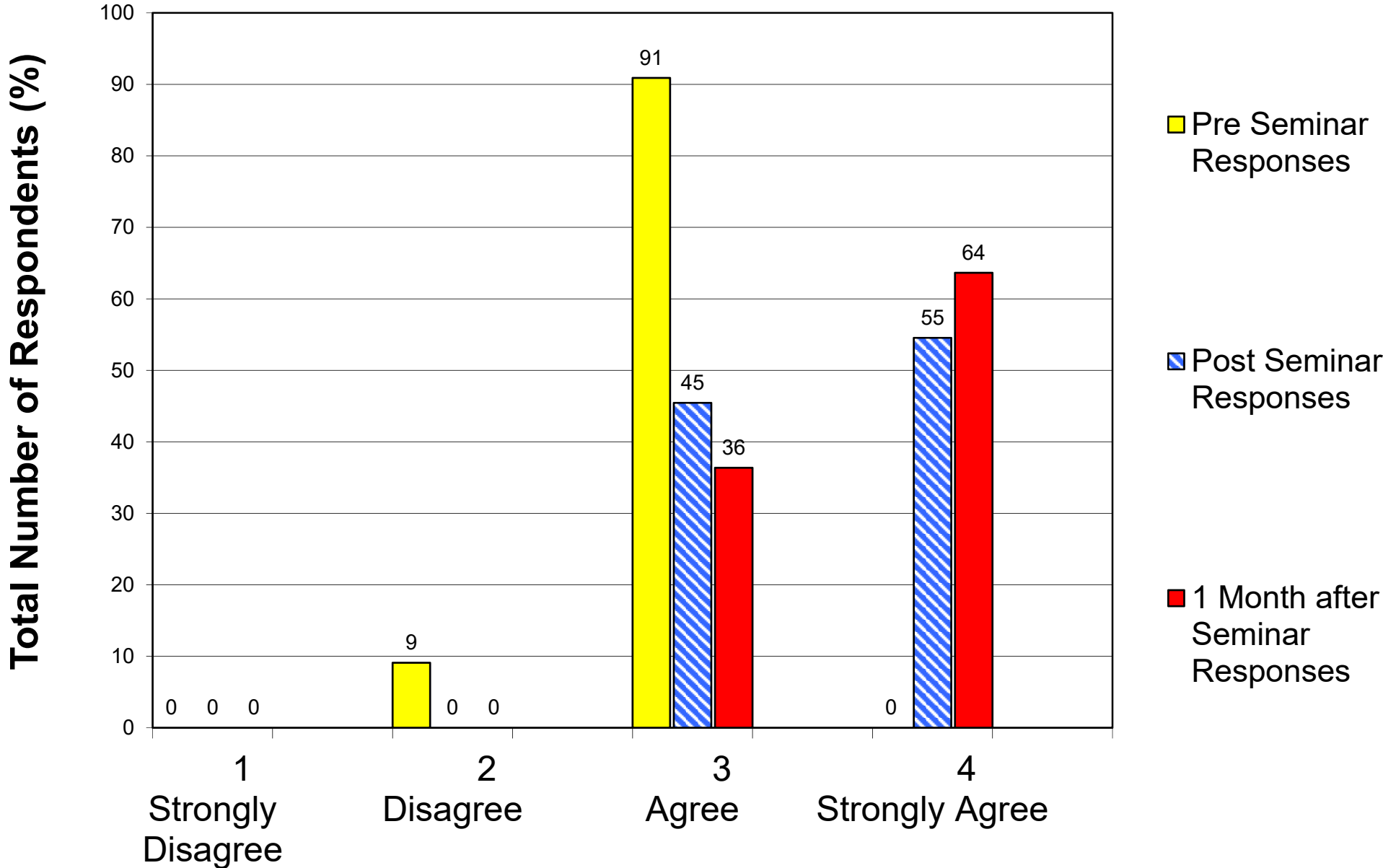
I Am Comfortable With Face to Face Visits



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

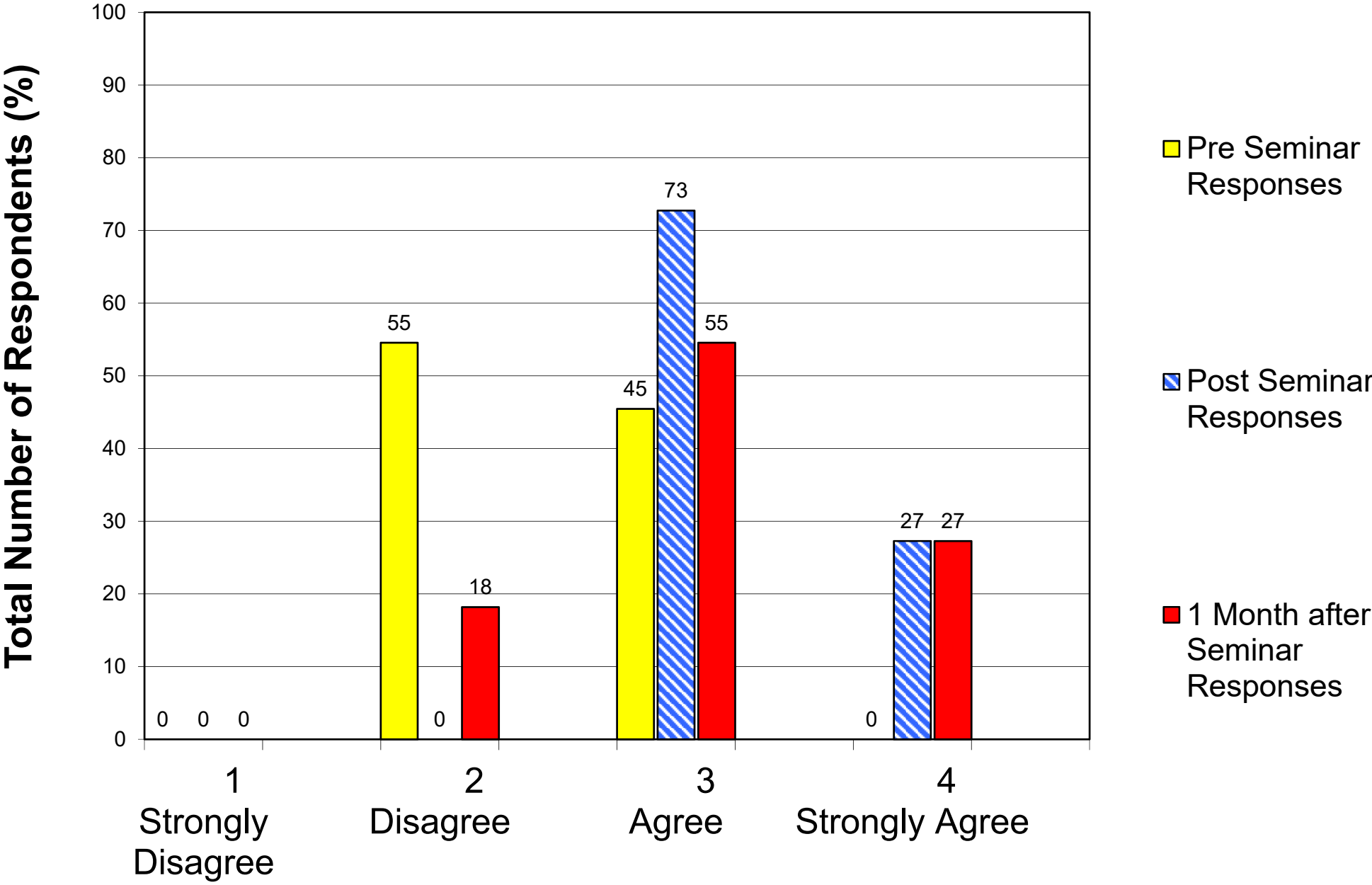
I Develop A Rapport Quickly With A Client



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

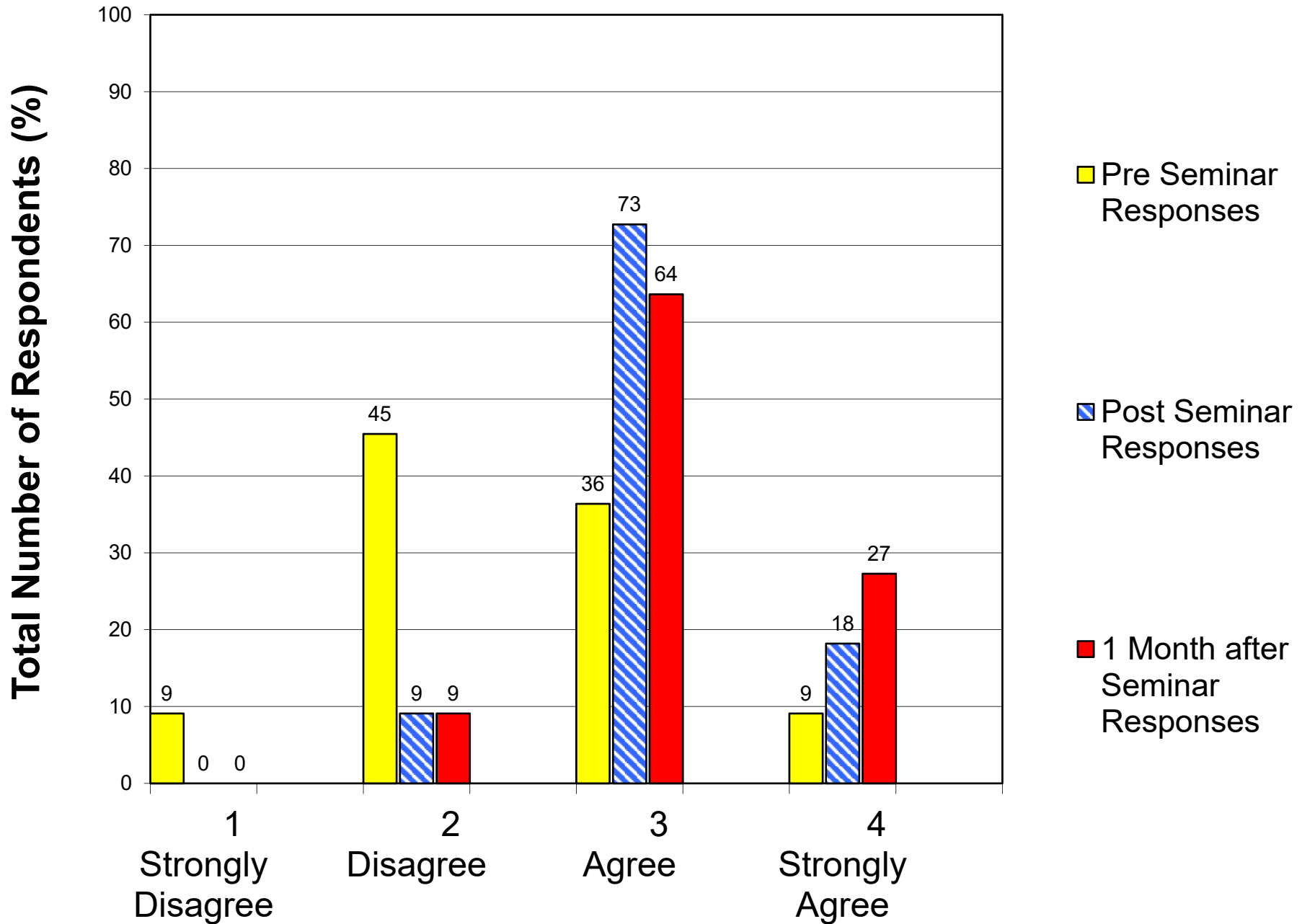
I Effectively Begin The Presentation



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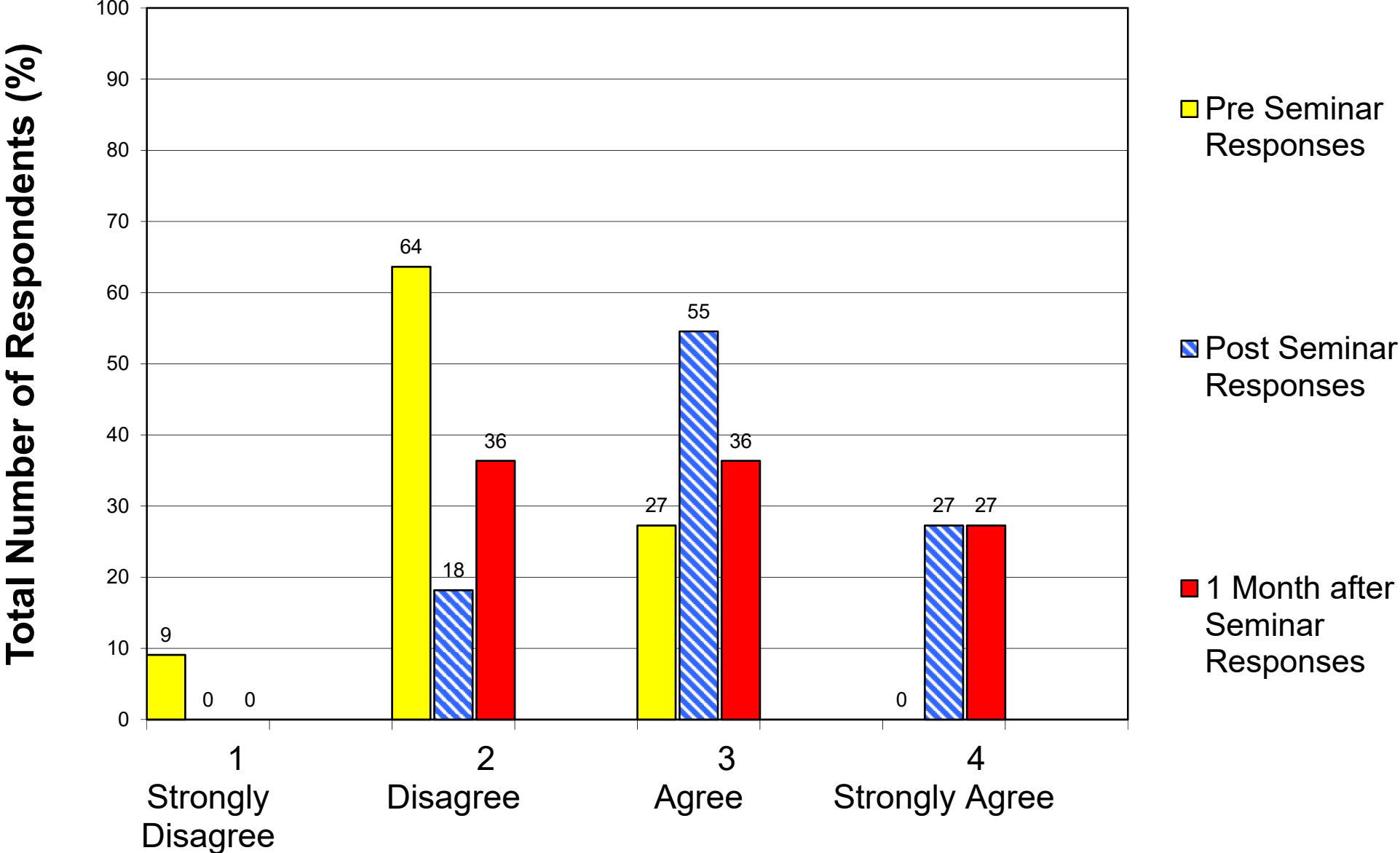
COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

I Effectively Answer Objections And Questions



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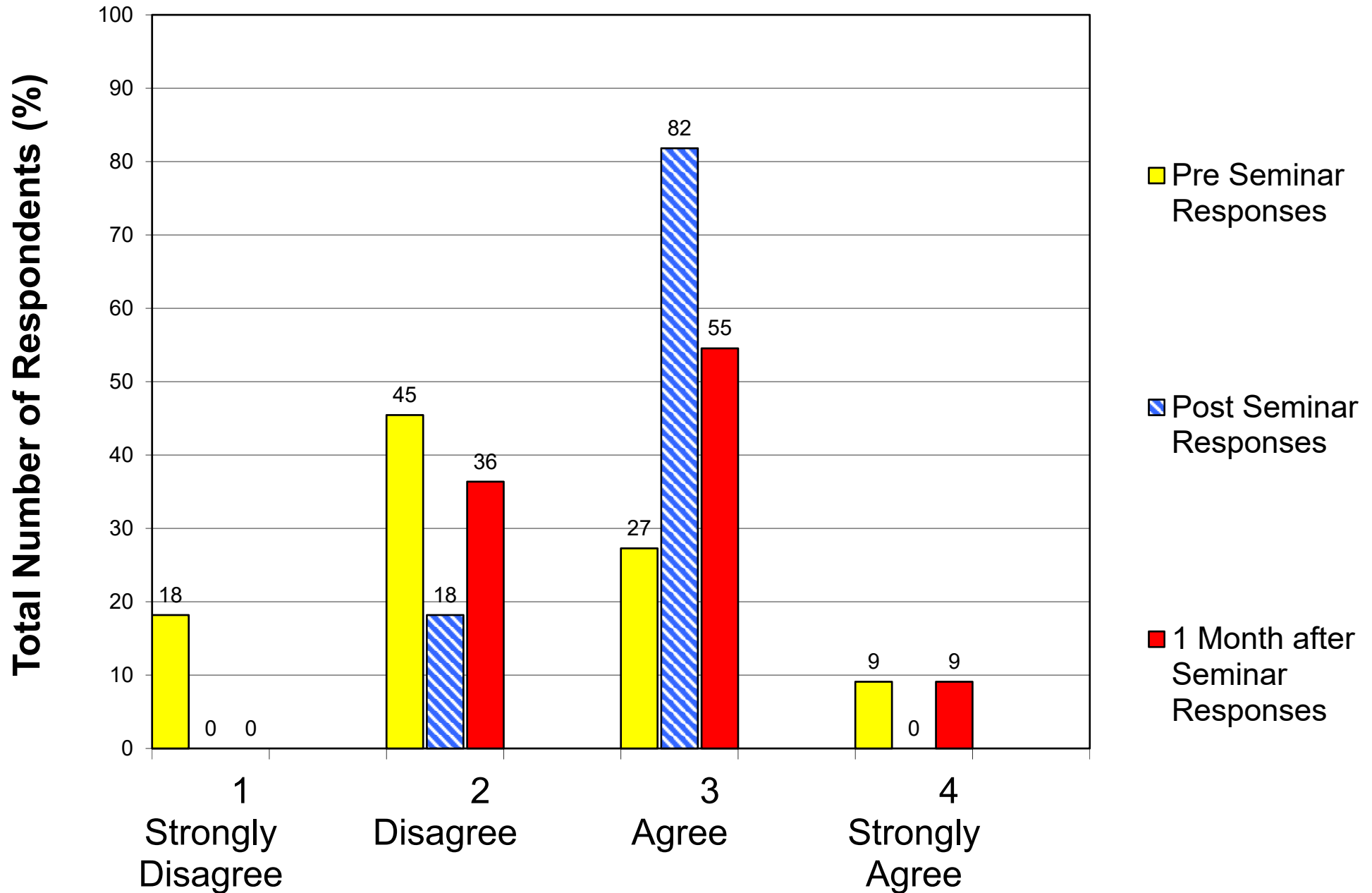
COMPARISON: PRE, POST and ONE MONTH AFTER COURSE
**I Am Comfortable Asking For The Order
 And Closing The Sale**



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

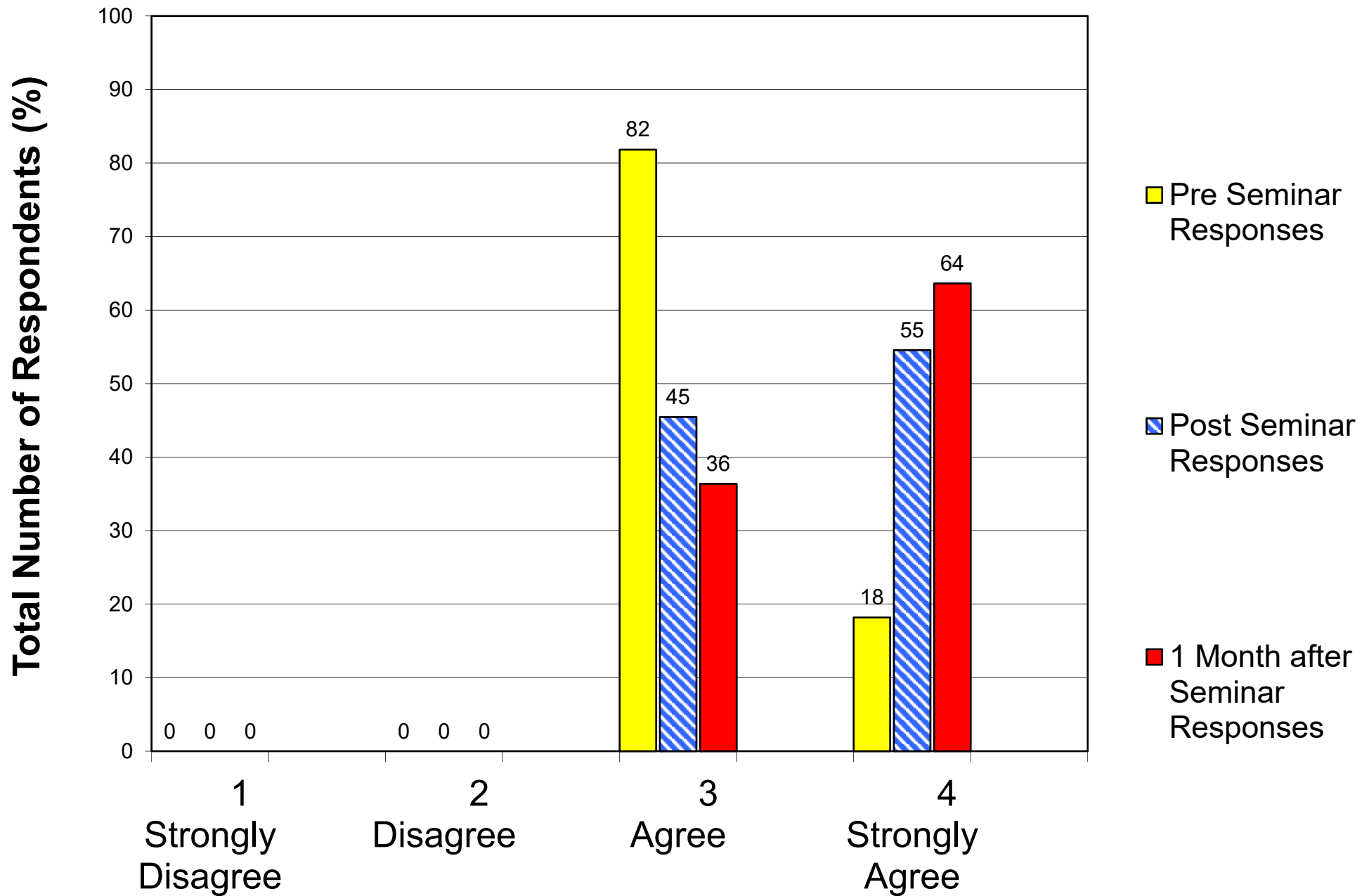
It Is Easy For Me To Write Proposals



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

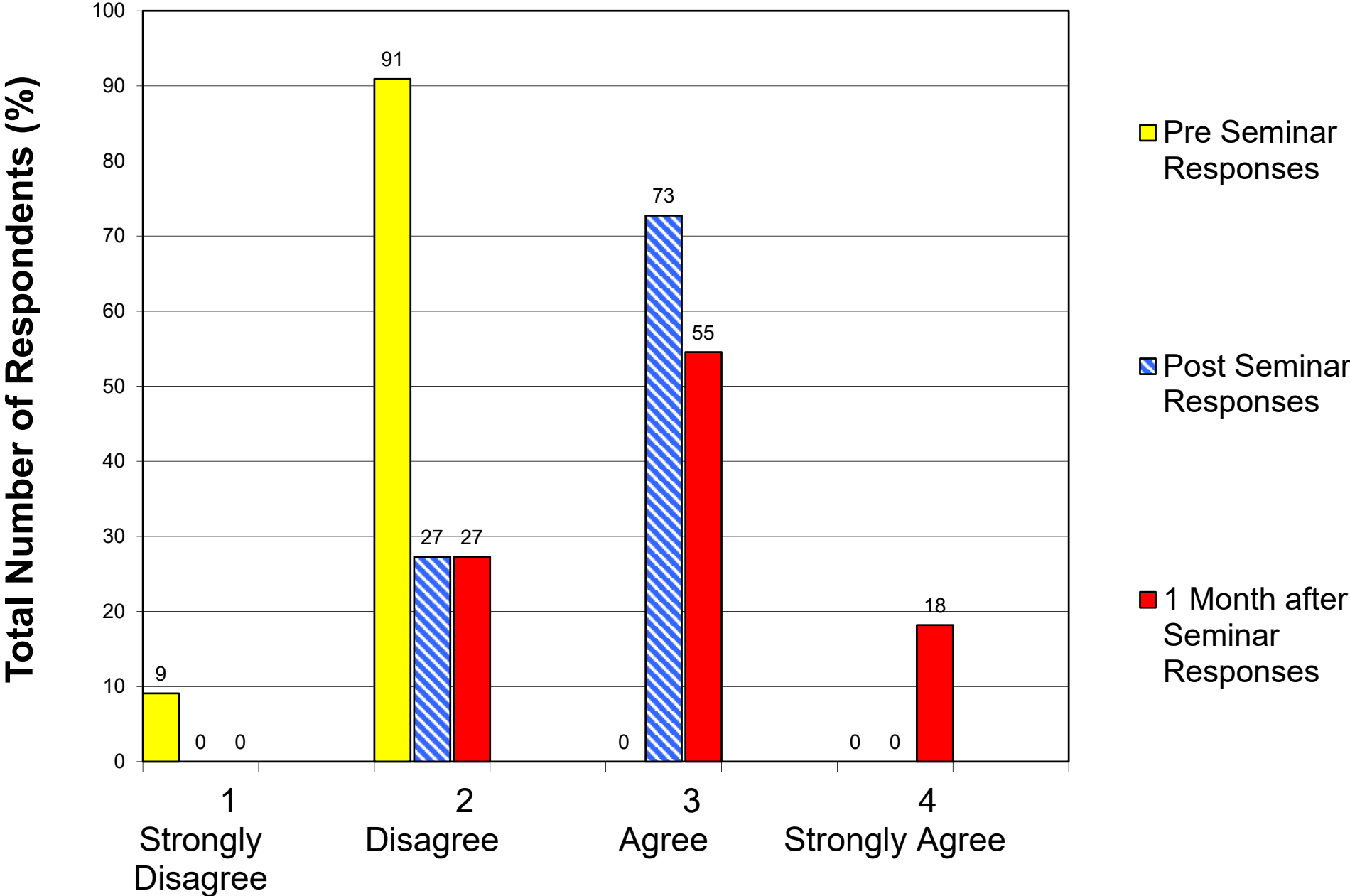
I Provide Effective Customer Service



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

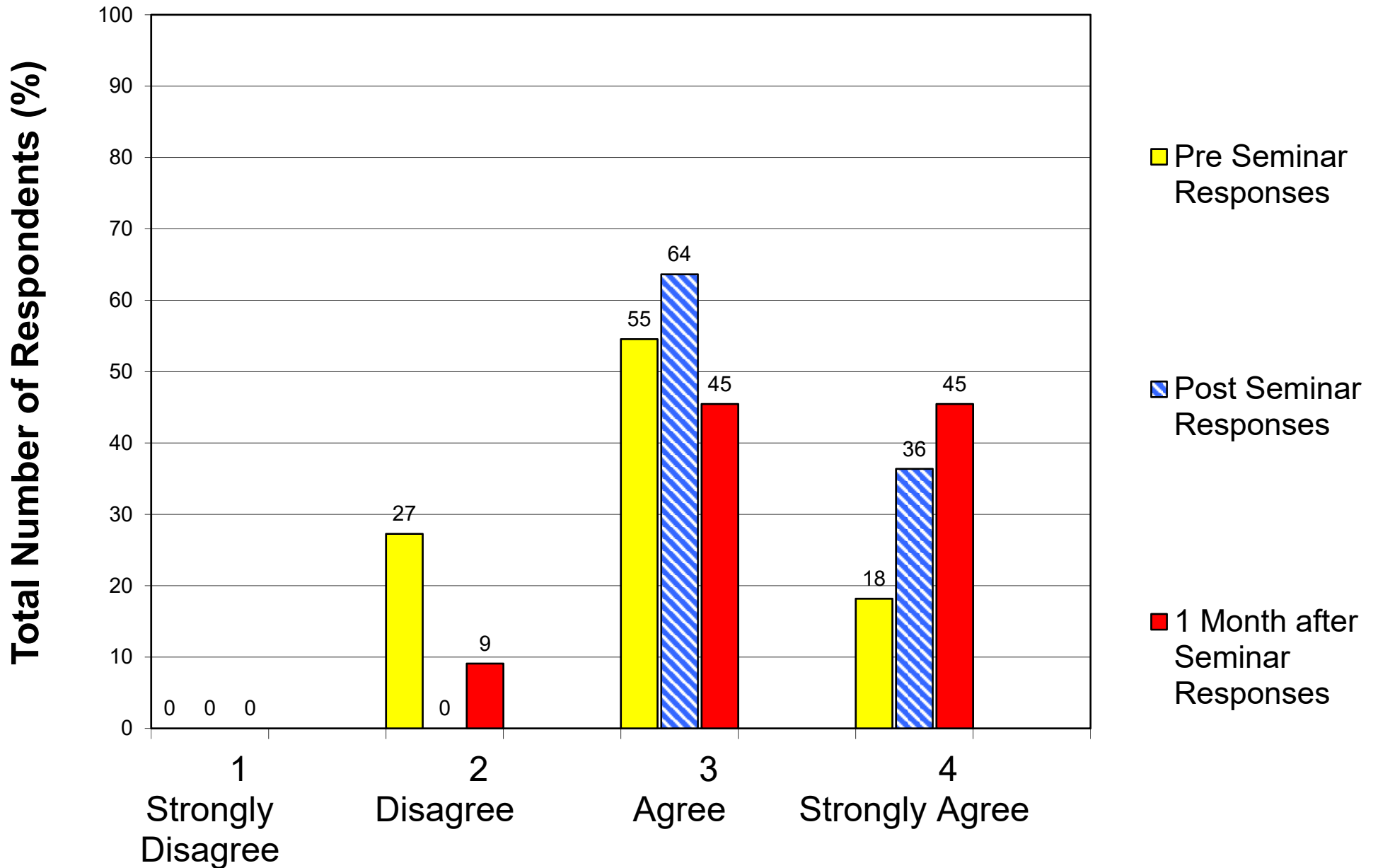
It Is Easy For Me To Ask Clients For Referrals



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

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

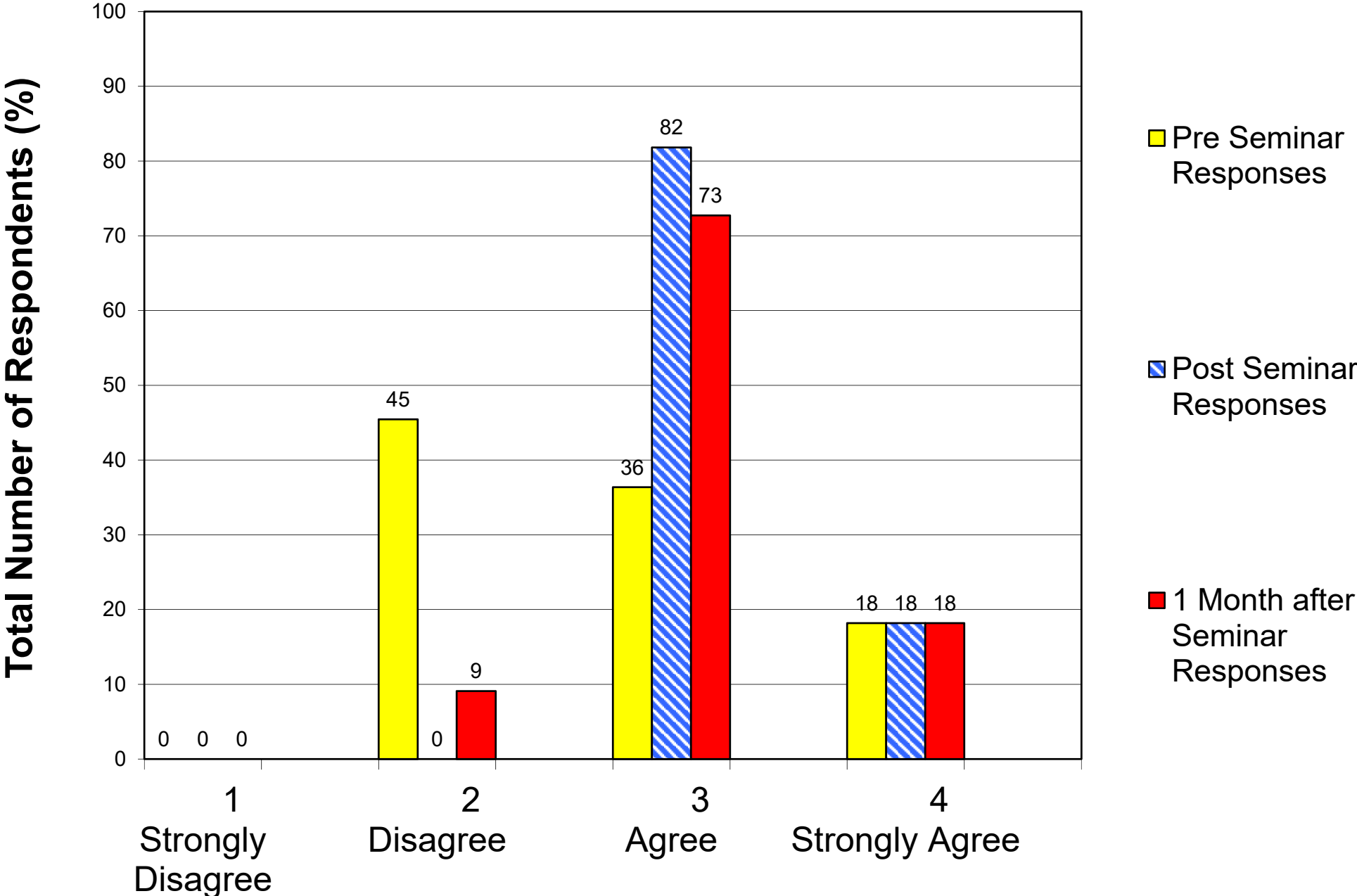
I Offer My Clients Other Opportunities



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

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

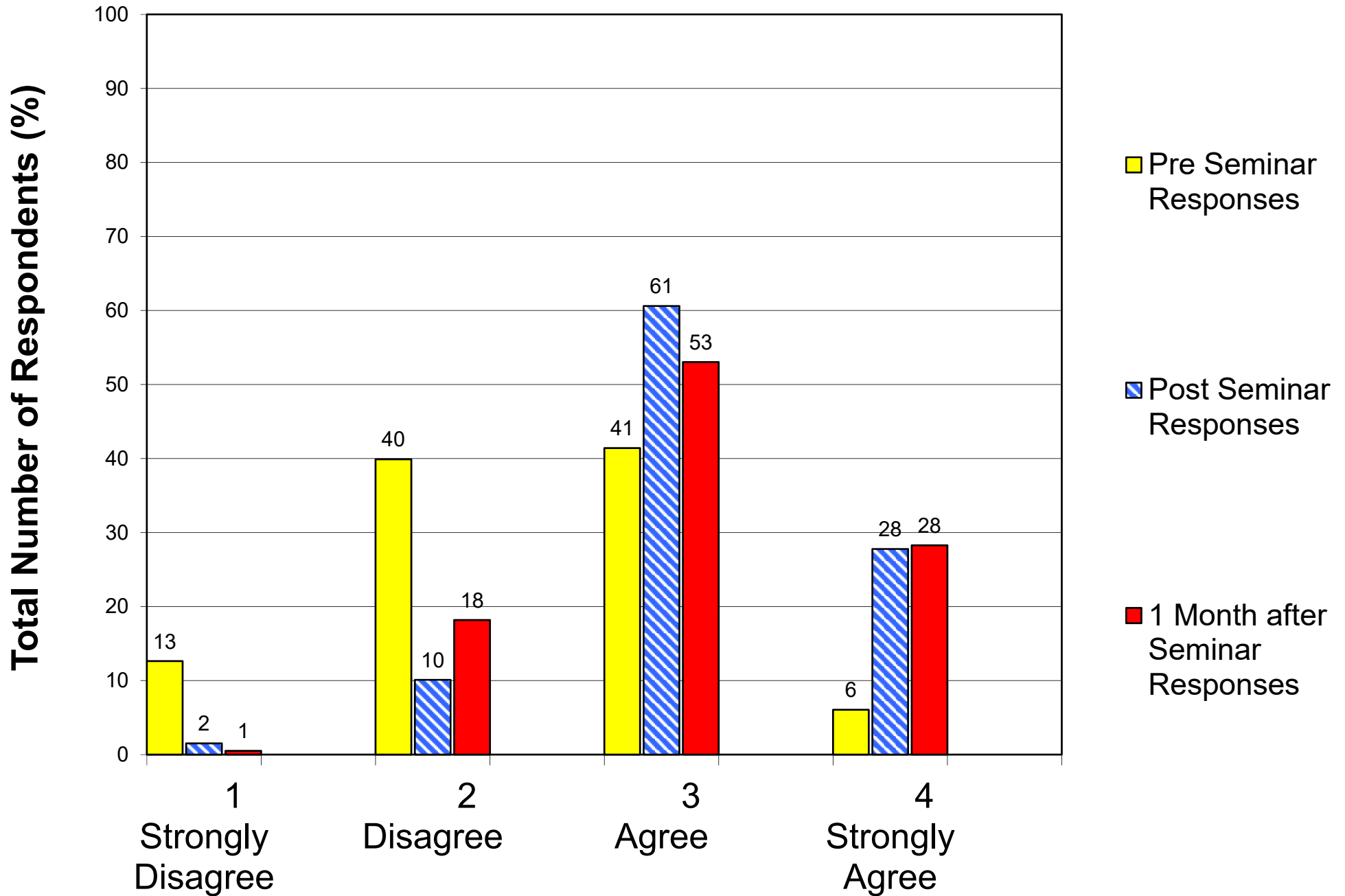
I View Myself As Prosperous



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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