

The Pre-Sell Checklist

Phone Calls:

- Breathe 5 full breathes before dialling
- Ensure you are in a quiet environment
- Wear headphones
- Be standing - your energy will change
- Smile before they pick up
- Speak clearly
- Be last to hang up

In Person:

- Be ready 5 minutes prior
- If you just worked out, change and clean your hands
- Have a clipboard with the following ready to go: the PAR-Q, 5 pieces of clean A4 paper, the direct debit documents, the contract for them to sign, 2 pens, 1 highlighter
- Sit in a clean, well light space
- Offer them a water
- Relax and breathe fully

PETE TANSLEY

9-Part Sales System

Rapport 🐕	Agenda	Take The Lead
Stretch the Gap 1/3: 😊	Stretch the Gap 2/3: 😞	Stretch the Gap 3/3 😞
Value	Price Present	Objections

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